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THE CHEMIST AND DRUGGIST, NOVEMBER 18, 1922.



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SUBSCRIPTION, WITH
DIARY 20/- PER ANNUM
SINGLE COPIES 9d.

No. 2234.

NOVEMBER 18, 1922.

Vol. XCVII.



EVANS



For PILLS and TABLETS

The new List just published may be had on request.

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**THE LEAST TOXIC OF LOCAL ANÆSTHETICS
USED IN THE SAME WAY AND AS EFFICACIOUS AS COCAINE**

Does not create a habit and does not give rise to headaches,
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Cheaper than Novocain and Benzocain. Supplies now obtain-
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STANDS FOR
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SEARCH AND MANUFACTURING
EXPERIENCE ACCOUNT FOR THE
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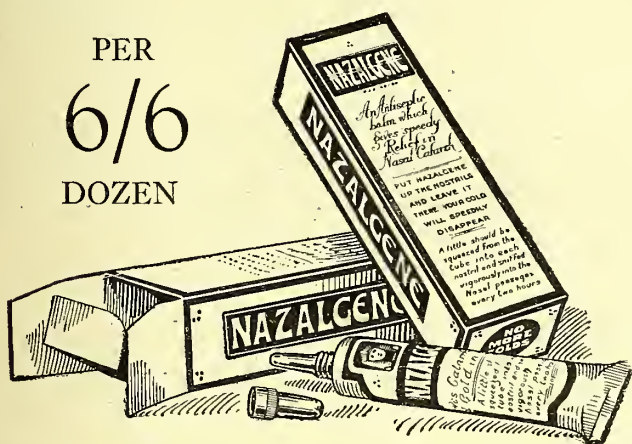
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An Antiseptic balm for the treatment of Catarrh, Influenza, Colds, etc. by application through the nostrils.

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DOZEN



NAME AND ADDRESS ON SIX DOZEN (which may be assorted with any of our other goods).

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ARTHUR H. COX & CO. LTD
Manufacturing Chemists
BRIGHTON ENGLAND



Established 1839.

"Cutex" Christmas Sets

THIS YEAR the Christmas Presentation Wrapper is more beautiful than ever before. It is fully described on the opposite page, which is an exact copy of our advertisement which is appearing daily and weekly in our regular advertising media.

Write for the Christmas Showcards and give these GIFT SETS a prominent display in your Window and on your Counter until Christmas.

No. 16, **27/-** dozen. No. 19, **54/-** dozen.
No. 17, **84/-** dozen. No. 18, **168/-** dozen.

A SPECIAL DISCOUNT of 5% for Window Displays will be allowed until December 15th on CHRISTMAS SETS for £5 Orders.

"Beautiful Hands" £100 Competition

Are you making Capital out of the "Cutex" Competition?
Every Photograph must be accompanied by a Carton from "Cutex" Cuticle Remover.

Are you displaying "Cutex" Cuticle Remover in your Window?

HAVE YOU PLENTY OF SHOWCARDS?

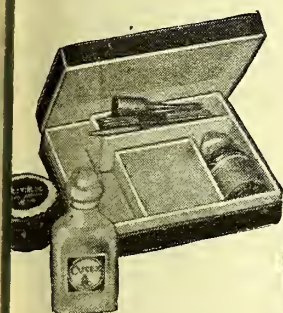
Sole Agents:

HENRY C. QUELCH & CO.

4/5 Ludgate Square, London, E.C. 4.

For Christmas Gifts. look at these manicure sets

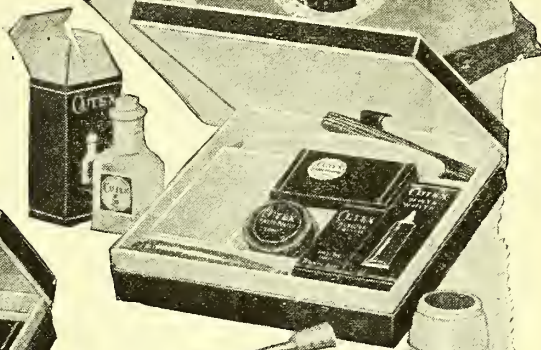
*Each in a beautiful silver
and blue wrapper*



For the Dressing Table.
The Cutex Five-Minute Set.
Complete with full-size pack-
ages. In the new wrapper.
6/-



For the Toilet Case.
Cutex Travelling Set. Larger,
beautiful, convenient. In the new
wrapper.
9/6



A more Luxurious Gift.
Cutex Boudoir Set. Containing
Nail Polishing Pad and other extra
articles. In the new wrapper.
19/-

For the Week-Ends.
The Cutex Compact Set. Com-
plete with smaller packages.
In the new wrapper
3/-



WHEN you see the CUTEX Manicure Sets in their new wrapper this year, you will instantly welcome them as the perfect Christmas Gift for any of your friends.

Everything in them has been arranged to make the care of the nails more than ever a pleasure instead of an irksome duty. The file, the orange stick, the emery board, the Cuticle Remover, used also as a nail bleach, the polishes and the nail white, are all there instantly ready for use.

Whether you want a simple gift, or a beautiful and distinctive present that will remain a permanent possession, there is just the right CUTEX set at exactly the price you wish to pay. In its black-and-rose box a CUTEX Set adds a touch of smartness and distinction to any dressing table.

AND the new Christmas wrapper is like a beautiful miniature painting done in the time of Louis XIV. The main colours are silver and blue, with a dash of daring red and exquisite cream. It is dainty, yet striking and distinctive. It will stand out as unique among a whole collection of other presents.

Even the smallest set at 3/- contains every essential for a perfect manicure, and any Cutex Set will delight the heart of the person who receives it.

CUTEX Manicure Sets are obtainable in the four handy sizes as illustrated, and can be purchased at any good-class Chemist, Perfumers or Stores throughout the Kingdom.

The Importance of the Name.

Be sure and ask for C-U-T-E-X. It is your insurance against inferior substitutes, which are certainly not "just-as-good."

CUTEX

"gives beautiful nails."

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Henry C. Quelch & Co.



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of
World-wide Renown.

The Ever-Ready Healer

Q The above is what we are
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C. E. FULFORD, LTD., LEEDS.

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Is it not better to sell a Pears' White Opaque Shaving Stick than a refill of some other?

Reckon it up and send us your order.

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OPAQUE
SHAVING STICK

One of *Pears'* Golden Series.

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and ensure increased trade. A line you can place confidence in and that introduces new custom:—



LOGANS
UMBAGO
INIMENT

Our advertising campaign is now commencing. Look to your stocks of this ready seller.

Fixed Prices { 1/3 size .. 11/- per doz.
3/- .. 27/- ..

Special Terms for Window Displays.

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JOHN THOMPSON (WHOLESALE DRUGGISTS), Ltd.
DUKE STREET, Liverpool.

USERS OF
ISOPROPYL ALCOHOL
should always specify
HOWARDS'
AVANTINE
which

- (1) Is Isopropyl Alcohol in its PUREST FORM.
- (2) Is the *only* British Brand.
- (3) *Evaporates without any trace of residual odour.*
- (4) Has a constant Boiling Point only $2\frac{1}{2}^{\circ}$ higher than that of Ethyl Alcohol, whereas the Boiling Point of Propyl Alcohol is about 18° higher.
- (5) Is 50% less toxic than Propyl Alcohol.
- (6) *Is absolutely free from Acetone and other toxic impurities.*
- (7) Has been used with entire satisfaction for a long period by many of the most critical chemists in the country.

HOWARDS & SONS, LTD. (Est. 1797), ILFORD, LONDON

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CHANGE OF ADDRESS

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Wholesale Druggists' Sundriesmen

beg to inform the Trade that they
are removing their business during
Christmas from Queen Victoria
Street to larger and more com-
modious premises at

14-18 Nile St., City Road, N.1



Messrs. WM. EDWARDS & SONS

beg to take this opportunity of
thanking their friends for all their
support in the past, and desire
to solicit a continuation of their
favours in the new premises.

New Telephone Numbers : **Clerkenwell 5230-1-2**



Pharmaceutical & Photographic Products

(WHOLESALE QUANTITIES ONLY)

Potash Binoxalate

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is the Real Old-fashioned Air-Bleached

GENUINE BEESWAX

ABSOLUTELY PURE and ABSOLUTELY SNOW WHITE.

"FARRIS'S" GENUINE YELLOW BEESWAX

is carefully refined and entirely free from dross of any kind.

In slabs about 10 lb. each, also 1-lb., 4-oz., 2-oz., & 1-oz. rounds.

Celebrated for excellence and purity for upwards of three-quarters of a century.

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ALSO WAXES & OILS OF EVERY KNOWN KIND & FOR EVERY PURPOSE.

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SOOTHING POWDERS

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	M.R.P.	M.W.P.
1/1½ size	1/1 per pkt. (unchanged)	9/9 per doz.
2/9 „	2/9 „	24/9 „

New Prices come into force November 15th.

JOHN STEEDMAN & Co., 272 Walworth Road, S.E.17

Maw's Page

An Attractive Addition to "Meritor" Brushware.

Against the ordinary type of toilet brush, a "Meritor" can boast of many strong selling points, but to enhance their attractiveness as Christmas gifts, we have gone still further and added the new presentation case.

These presentation cases will assist the pharmacist considerably in pushing "Meritor" Brushware during the Christmas season. A "Meritor" Brush in the silk-lined seasonably decorated case has the appearance of a desirable and luxurious gift, but yet at the same time the cost of the cases do not add very much to the selling price.

A display of "Meritor" Brushes in the new presentation cases has an appeal which is certain to result in immediate and sustained business while the gift-

buying season is on. Hair brushes are always popular at Christmas for gifts. For a lady, a handled "Meritor" Brush presented in the new case is a most appreciable gift, or a pair of military brushes in a case for a gentleman will sell without any hesitation when displayed.



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and Barnet.

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Code
A.B.C.
4th & 5th
Edition





In Green Bottles, Registered.

Frozoclone

REGD.

The Original and Best
SOLID EAU DE COLOGNE

has many imitators but no equal.

Its elegance and utility appeal to all.

Made from the finest Eau de Cologne. Refreshing when rubbed on the forehead, pleasant as a smelling bottle, invaluable in a heated atmosphere and when travelling. A real acquisition to every household. Excellent after shaving. A boon to those in hospital.

RETAILS AT **3s. 6d.** Minimum (P.A.T.A.) PER DOZEN **32/-**
SPECIAL TERMS FOR BONDED SHIPMENT OF 4 gross minimum.

SOLID ENGLISH LAVENDER

Similar size and packing
 as "FROZOCLONE"
 but in **BLUE** glass.

TERMS AS FOR FROZOCLONE.



THE IDEAL FRUITY LAXATIVE

In Pastille form. Delicious, Reliable, Effective.

Retails at **2s. 3d.** minimum.

Per dozen **21/-**

REDUCED PRICES FOR EXPORT.



The Nail Polish

with new and distinctive features.
 Softens the cuticle. Brilliant polish.

Retails **1s. 9d.**

Per Dozen **15/-**

R. DEMUTH'S LABORATORIES

68 Salusbury Road, and Montrose Avenue, LONDON, N.W. 6.



TRADE MARK.



TO the Surgeon, the Pharmacist, and the Public the title "*The Savars*" is synonymous with the Highest Quality Druggists' Sundries.

In sending regular orders to us the Professional Pharmacist is laying the foundations of a business connection in the Sundry trade, which will win him recognition as the "Quality Chemist" in the neighbourhood.

Surgical Dressings, Lints, Bandages, Gauzes and Cotton Wool are everyday commodities from which your customers sum you up. See they are the kind that arouse the observation, "You are safe with 'So and so'—his stuff is good and his price is right."

Consult our Sundry List.

There is safety in "*The Savars*."



Evans Sons Lescher & Webb Limited

Liverpool

New York

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SEASONABLE LINES

BEEF & MALT WINE

(Wine Licence required)

Prices : Small Size (12 to Gallon) **26/- doz.**
Large Size (6 to Gallon) **38/- doz.**

BEEF & MALT WINE WITH QUININE

(Can be sold by Chemists without Licence)

Prices : Small Size (12 to Gallon) **28/- doz.**
Large Size (6 to Gallon) **42/- doz.**

We import the Wine specially for the manufacture of this Beef and Malt Wine, and offer a sound and well-flavoured product at the cheapest possible price consistent with the excellent quality.

We have a variety of labels, and would be pleased to submit same to you for your selection, together with a sample of the Wine.

C. R. HARKER, STAGG & MORGAN, LTD.
DEVON WHARF and BELL WHARF,
EMMOTT STREET, MILE END, LONDON, E.1.

Products you can base business upon

BUSINESS

*For all the happiness mankind can claim
is not in pleasure, but in rest from pain."*
Dryden.

WE regard this page as part of the Chemist's stock in trade. Our endeavour each week is to direct attention to a trade-puller to enable the professional man by seasonable suggestion to get the best out of business, and in getting that, to pave the way towards getting the best out of life.

The business man's great consideration is the public, the study of the man at the counter; his needs and prejudices, likes and dislikes. Do you know his needs? then he will defeat you with a prejudice. Discover his likes, and still he is not attracted to purchase. There is no surer way to the mind than through the eye, by advertisement, by illustration, by artistic arrangement, and there you have our reason for giving so much time and consideration to the appearance of our Packed Specialities.

Special Packings for
Export. Prices on
Application.



*Put the best in business to
get the best out!*

Put these in :

Anti-Neuralgic Balm—
Creates a soothing warmth and stops the pain. Per dozen 6/6

Anti-Rheumatic Balm—
Gets to work at once and earns gratitude and personal recommendation. Per dozen 6/6

Catarrh Balm— A combination giving remarkable results in the early stages of colds. Indicate this for Catarrh, Colds, Influenza, etc. Per dozen 6/-

Analgesic Balm— A menthol and Methyl Salicylate combination of rare worth. Per dozen 6/6



Bonus of one dozen offered for gross orders of individual products.

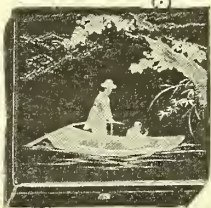
AYRTON, SAUNDERS & CO., LTD.
Manufacturing Chemists - - - LIVERPOOL, Eng.

Telegrams: "SUNDRIES, LIVERPOOL."

Telephone: ROYAL 4861.

Armour's

Japanese
Lacquer
Christmas
Caskets



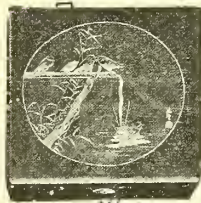
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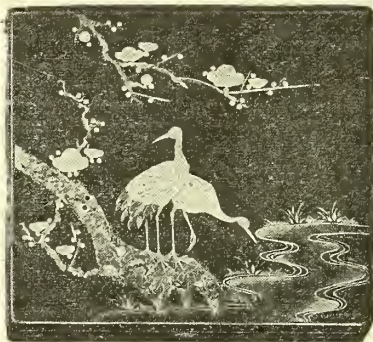
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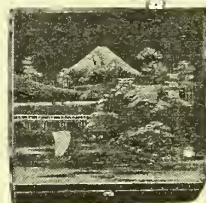
No 5



No 6



No 1



No 7



No 8



No 9

Exceptionally handsome Christmas Gifts—in nine original Japanese designs—containing an assortment of Armour's exquisite Toilet Soaps and Toilet Requisites.

Anticipate
your
Christmas
Requirements
and select
high-grade
lines.

Each design is in 2
sizes.

MAJOR - 25/- each.

MINOR - 17/6 „

Less 7½% discount delivered U.K.

Order early if you wish any special design. Should, however, our stock of any particular design become exhausted, we will, unless furnished with an alternative number, ship from whatever stock we have on hand.



A Minor Casket (open).



QUEEN'S HOUSE, Kingsway, LONDON, W.C.2



Quality is reflected in every aspect of Emulsion Antiseptic Throat Pastilles (Kerfoot)

THE EFFICACY of these Pastilles is proved by the growing demand after many years of public trial.

THE FORMULA which includes no narcotics is the outcome of many years experience in the treatment of throat ailments.

THE COATING is one which was invented by us many years ago. It is always pleasant to taste and smell.

THE FINISH is hard and glossy and does not collect dust when exposed for sale.

THE SELLING AIDS include wood-veneer showcards, circular counter cards, cartons bearing Chemist's own name, etc.

THE PRICE is 3/- per lb. in bulk. 2 oz. and 4 oz. gold lacquered tins are 8/- and 15/- dozen respectively, 9d. and 1/4 "Marble Tins" are 5/6 and 11/- per dozen respectively.

THOMAS KERFOOT & CO LTD
BARDSLEY VALE, LANCASHIRE,
& Bardsley House, London, N.1
ESTABLISHED 1797.

COPYRIGHT

Building Sales for You

ADVERTISEMENTS like the one shown on this page are being read by women everywhere in Great Britain. They are appearing regularly in "The Daily Mail," "The Daily Mirror," and in women's periodicals like "Vogue," "Eve," "The Ladies' Field," "Tatler," "Sketch" and "Queen."

These are the sales-builders that are working for you to bring women to your counter to ask for Ingram's Milkweed Cream.

Ingram's Milkweed Cream is world-famous. It has a larger sale than any similar preparation in the world. Its tonic quality makes it unique, for it actually "tones up"—revitalizes—the complexion as well as protects the skin.




A Rose-petal skin

YOUR complexion is tired at night. All day long it has been exposed to the ravages of wind and weather, the dust of the streets and the heat of the sun.

Apply a little Ingram's Milkweed Cream before going to bed. It will bring back that rose-petal softness and radiant clearness. The wonderful qualities of Milkweed Cream actually revitalize the skin tissues. You can get it at your chemist's. If you experience any difficulty in obtaining it write "Sangers," 253 Euston Road, N.W., Wholesale Distributors.

Constance Talmadge is one of the many stars of the stage and screen who use and endorse Ingram's Milkweed Cream. Read carefully the booklet "The Care of the Complexion" that is packed with every jar.



*Ingram's
Milkweed
Cream*

Ingram's Milkweed Cream is protected on the list of the P.A.T.A. at the following prices:
Minimum retail, 2/6 .. 22/6 per dozen.

5/- .. 45/-

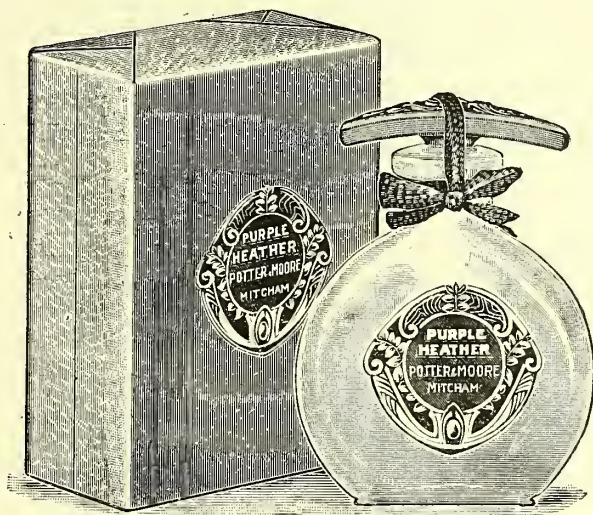
The representatives for Great Britain are:
SANGERS, 253 Euston Road, N.W.1.

Ingram's Milkweed Cream

*Whichever way the General Election goes, whether
the new Government be Unionist, Liberal or Labour
you can safely stock*

POTTER & MOORE'S PURPLE HEATHER

A Perfume of surpassing sweetness and delicacy !



Packed in four sizes as illustration.

Perfumes made by Potter & Moore are *good* products ; write for a small testing sample of "Purple Heather" and judge for yourself.

Prices on application

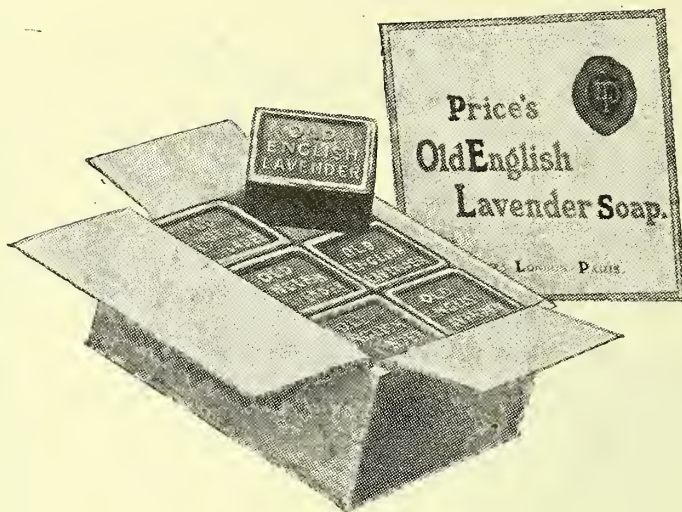
POTTER & MOORE are the makers of the celebrated
1749 MITCHAM LAVENDER WATER, which
is known and appreciated throughout the world.

POTTER & MOORE, The LAVENDER DISTILLERY,
(Established 1749.) MITCHAM, SURREY.

Sole Proprietors :

W. J. BUSH & Co., Ltd., Ash Grove, Hackney, E.8

Price's Old English Lavender Squares



An Announcement.

THE exceptional character of this popular Toilet Soap—its delightfully natural perfume, attractive get-up, and sound value (points fully appreciated by the public)—does not permit of any reduction in price.

This, notwithstanding, our friends will find PRICE'S OLD ENGLISH LAVENDER a most attractive proposition from every point of view—a highly attractive article at a moderate cost.

Our Lavender Window Display has been greatly appreciated, and may interest you.

A notable sales-bringer.

Details with pleasure.

PRICE'S, BATTERSEA,
S.W. 11

"Newbery's" FRANCIS NEWBERY & SONS LTD.

Oil of Peppermint.

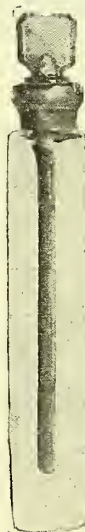
Pharmacists in their dispensing and manufacture should use Oil of Peppermint which is produced only from selected plants.

As the sole selling agents for Messrs. John Jakson & Co., Ltd., of Mitcham, the largest growers of Peppermint, we are able to supply Oil of Peppermint in sealed containers guaranteed to meet the B.P. standard.

FRANCIS NEWBERY
& Sons, Ltd.
LONDON & CARDIFF.

We offer from Stock

ROD STOPPERED
PERFUME TUBES.



1,000

GROSS of

ROD STOPPERED

PERFUME TUBES

in any quantity from 10 gross
upwards.

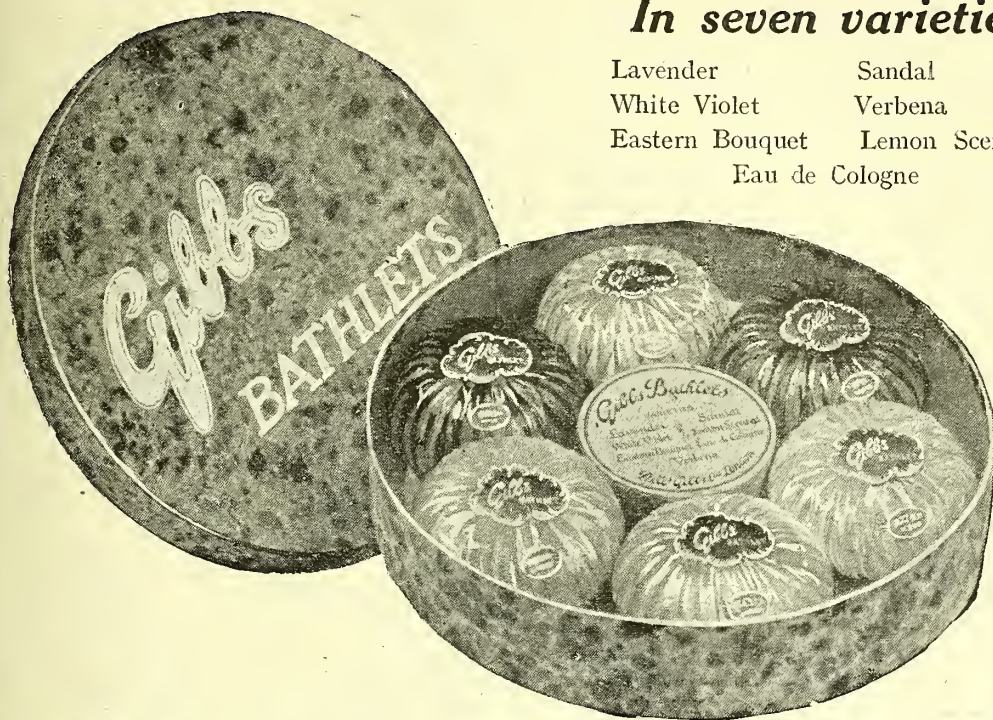
We invite your enquiries for these,
also for GLASS BOTTLES and
POTS in any colour or design.

J. D. BISHOP & CO., Ltd.

22 & 23 Great Tower Street, LONDON, E.C.3.

Telephone: Minorics 2710—2711.

WHOLESALE ONLY.



In seven varieties

Lavender	Sandal
White Violet	Verbena
Eastern Bouquet	Lemon Scented
Eau de Cologne	

Gibbs Bathlets

THE superfine quality of Gibbs soaps is a maxim amongst the public as in the trade—add to this fact a handy shape, tasteful wrappers in beautiful colours, dainty seals, seven varieties appropriately scented, and attractive show-boxes; and you have in Gibbs Bathlets a line with an almost irresistible appeal.

With every order for six dozen tablets one of the handsome show boxes as depicted above is given free—this is a sure business-bringer, making a handsome display—a bright splash of colour—in your window or showcase. Send a trial order now, and you will quickly be convinced of the sterling money-making possibilities wrapped up in Gibbs Bathlets.

Gibbs Bathlets make handsome Xmas Gifts if sold in the Show Boxes. Be sure you include them in your Xmas Gift display.

PRICES :

Packed in usual boxes of 6 Tablets	8/6
--	-----

Per doz.
tablets

6 tablets in every ½-gross packed in above

Show Boxes without extra charge.

Packed <i>all</i> in Show Boxes (for Christmas Gifts)	10/-
---	------

Usual Discounts.

D. & W. GIBBS
Ltd. (Dept. S 24)
City Soap Works
LONDON E.1

*If your goods
are for
Women
your advertising
is for
Weldons*
[Famous Fashion Journals]

Net Sales One Million copies monthly.

Weldons Ltd., 30 Southampton St., London, W.C.

Nuctone
Regd



**Special Bonus scheme for
Window & Counter Display**

(Open till 10th Dec.)

3 doz. order

2 Bottles Free=

13/-

6 doz. order

4 Bottles Free=

26/-

Order through your Wholesale House.

BONUS QUANTITY will be sent direct from Stewart,
Goodall & Dunlop, Ltd., with Window Cards, etc.

**Has Solved the
Grey Hair Problem**

NUCTONE is the discovery of an eminent Hair Specialist. Restores the colour gradually, permanently, safely. Guaranteed free from any injurious ingredients such as sulphur or lead.

**Adds greatly to
Saloon Returns**

NUCTONE Grey Hair Treatment is proving a lucrative addition to the business of every Hairdresser who has adopted it. Send for free booklet, which contains full details and instructions.

Retail Price 6/6 per Bottle

Manufactured by—

**Stewart, Goodall & Dunlop, Ltd.
4 Dering Street, LONDON, W.1**

Stocked by Leading Wholesale Houses.

**NOW
SELLING
EVERYWHERE**
to Purchasers of Powders
and Face Creams.


KemOlite
Nature's Own Radio-Active Beauty Aid

**A MONEY-MAKER
FOR CHEMISTS**
Because every Pot sold sells more.

TERMS: Selling Price 6/6,
Trade Price 54/- per dozen.
19/6 Bonus (3 Pots) with
every 3 dozen order.

Sales Agents: **PENNEY & CO.,**
Cavendish House,
Old Cavendish Street,
LONDON, W. and
Bigg Market,
NEWCASTLE-
ON-TYNE.
*Also All
Wholesalers.*

MASTERS THE HAIR



The demand for Anzora Cream, Anzora Viola and Anzora Vanishing Cream is still increasing. Join the stockists to-day. Trade terms 12/- doz. retail at 18/-. 20/- doz. retail at 30/-. From all wholesalers. Showcards on request

If any difficulty in obtaining quick supplies from Wholesalers, write us direct.

Anzora Perfumery Co. Ltd.
Willisden Lane, London, N.W.



Titterton's
Celebrated
**HAIR
BRUSHES**
Tooth, Nail & Shaving Brushes

TITTERTON & HOWARD, Ltd., 8-10 Ch. Titchfield St., W.1.
Factory: Albion Works, Dalston Lane, E.8.

The
Pepsodent TRADE MARK
Company

**announce
a change of address**

the rapid growth of their
business has necessitated
removal to larger premises.
On and after December 1st
their address will be

**42 Southwark
Bridge Road
London S.E.1.**

Pepsodent Large Size.
Pepsodent Small Size.
Decoater Tooth Brushes.





Packed Goods

Before you order any new line of Packed Goods, be it Liquid Paraffin, Petroleum Jelly, Ointments of any kind—or any other line—write us for samples and quotations. We claim, as the largest importers of White Oils into this country, to be able to sell at prices which are unbeatable, while the quality of our lines is the equal of any. A postcard request will provide the proof.

LIQUID PARAFFIN

A brilliant water-white oil (s.g. 890) of the highest viscosity, and conforming strictly to all B.P. requirements. This Liquid Paraffin will not cloud in the coldest weather. Packed in oval, ordinary white flat or white panelled flat bottles, which emphasize the brilliancy of the oil.

OINTMENTS.

All B.P. and other Ointments, Cold Creams, Coconut Oil, etc. supplied either in flat decorated tins or screw-capped opal jars—also in bulk in 1lb., 7lb. and 28lb. free tins.

Any of the above can be supplied in bulk at competitive rates. Send for samples and prices, also specimen labels.

EMULSIONS.

Non-separable petroleum and Cod-liver Oil Emulsions, with or without hypophosphites in 33% or 50% strengths. Packed in special wide-mouth, oval-shaped white emulsion bottles with white viscose caps in all sizes.

Specialty Dept.,
ANGLO-AMERICAN OIL CO., LTD.,
ALBERT STREET, CAMDEN TOWN, N.W.1.



See us at
**MANCHESTER
CHEMISTS'
EXHIBITION.**

**STAND
No. 30.**

**Nov.
20th to 25th**

DEARBORN LTD.

37 Gray's Inn Road,
LONDON, W.C.1.

Toilet Specialties.

	Price per doz. to Retailer	Selling Price P.A.T.A.
PILENTA SOAP ...	10/-	1/-
A complexion soap.		
PROLACTUM ...	10/-	1/-
For the lips.		
PARSIDIUM JELLY ...	10/-	1/-
For wrinkles.		
ALLACITE OF ORANGE BLOSSOM ...	22/6	2/6
A dressing cream.		
BORANIUM ...	22/6	2/6
A hair tonic.		
CLEMINITE ...	22/6	2/6
For a face lotion.		
COLLIANDUM ...	22/6	2/6
For a face tint.		
PERGOL ...	22/6	2/6
A deodorant.		
TEKKO PASTE ...	22/6	2/6
Camphor cream.		
STALLAX ...	22/6	2/6
For a shampoo.		
JETTALINE ...	31/6	3/6
For clearing the skin.		
PHEMINOL ...	36/-	4/-
A depilatory.		
MENNALINE ...	36/-	4/-
For the eyelashes.		
MERCOLIZED WAX ...	31/6	3/6
A face cream.		
STYMOL ...	36/-	4/-
For oily complexions and blackheads.		
SILMERINE ...	22/6	2/6
Hair-curling fluid.		
BARSYDE ...	22/6	2/6
Dandruff eradicator.		
TAMMALITE ...	22/6	2/6
For grey and faded hair.		
LIQUID PERGOL ...	31/6	3/6
To check excessive perspiration locally.		
BICROLIUM ...	22/6	2/6
For whitening the hands.		
HARAPOSA ...	22/6	2/6
Nut oil shampoo.		
COCONOIDS ...	31/6	3/6
For figure development.		

The Products of

Messrs. PARKER, BELMONT & CO.

CLYNOL BERRIES	36/-	4/-
For obesity.	58/6	6/6
SOFT PALERIUM ...	45/-	5/-
For wrinkles.		
LIQUID NAIL POLISH ...	10/-	1/-
Brilliant and lasting.		

Stocked by ALL Wholesale Houses.

COLONIAL DEPOTS AND AGENCIES.

Australia: ALL WHOLESALERS, & DEARBORN (Australia), Ltd., Grace House, Clarence Street, Sydney.
South Africa: LENNON Ltd, Cape Town, etc.
India: FRAMJEE & SON, Bombay.
SMITH, STANISTREET & CO., Calcutta.
New Zealand: SHARLAND & CO., Auckland & Wellington.
South America: DEARBORN (South America), Ltd., Calla Salta 264, Buenos Aires.
Straits Settlements & Federated Malay States: MEDICAL HALL, Ltd., Singapore.

PAPIER POUDRÉ

TRADE

MARKS



**British Made
Goods.**

**Note our Trade
Marks.**

"LEHCARESOR."

Papier Poudre

*Beware of
Spurious Imitations.*

REGISTERED



PAPIER POUDRE, LTD.,

46 Baker St., Portman Sq., London, W. 1,
and at Paris.

WHITE, ROSE or RACHEL Tints, 4d., 6d., 8d., and 1/4 size Booklets,
2/8, 3/9, 5/- and 10/- per doz. net, respectively.

A NEW LINE IN PAPIER POUDRÉ.

BOOK IN WHITE, ROSE or RACHEL TINTS, containing a neat Mirror,
Price 1/-, at 7/6 per doz. net. This should make a good selling article.

Sample Set in the three tints sent on application.

SUNBURN TINT, 8d. and 1/4 sizes only, 5/- and 10/- per doz. net.

NEAT MIRROR CASES, 1/6 13/9 per doz. net.

REFILLS to Mirror Cases in White, Rose or Rachel, 4d. 2/8 per doz. net.

8d. SHAVING PADS, for Use after Shaving (unscented), white only 5/- per doz. net.

POPPŒA ROUGE

A most popular line.

(Regd.)

Made in booklet form. One size only, viz. 1/-, at 8/- per doz. net.

Mirror Cases 1/6, at 13/9 per doz. Refills for same 6d., at 3/9 per doz. net.

PAPIER POUDRÉ, Ltd., 46 BAKER STREET, PORTMAN SQ., LONDON, W.1

Millions of People

are reading and talking about
the PRO-PHY-LAC-TIC Tooth
Brush in the YELLOW Box

To an ever-increasing public our convincing
advertising is driving home in the monthly,
weekly, and daily Press the merits of the
Pro-phy-lac-tic Tooth Brush in the sanitary
YELLOW Box.

Let the public see the Pro-phy-lac-tic in
your windows—and thus profit by this
advertising.

Pro-phy-lac-tic Tooth Brush

GENUINE only in the YELLOW Box

(Manufactured by the Florence Mfg. Co.,
Florence, U.S.A.)

In three sizes—adult's, youth's, and child's; in three textures
of bristles—hard, medium, or soft; one quality only—each
in its individual YELLOW Box with hook for hanging.

Price to the Public, **2/6**. To the Retailer,
A Full Trade Profit.

Sold through the Wholesale Houses Only.

Wm. E. PECK & CO., Inc.
31 Bartholomew Close, London, E.C.1.



TOOGOOD'S BRITISH LYSOL



4oz.	-	-	7/3 doz.	
8oz.	-	-	11/9	”
16oz.	-	-	21/-	”
32oz.	-	-	34/-	”

Bonus of $\frac{1}{2}$ dozen 4-oz. with orders of 6 dozen assorted sizes.

In Free Tins.

Half Gallon	-	-	-	5/4 each
One	”	-	-	8/9 ”

Subject to Usual Terms.

SPECIAL QUOTATIONS FOR QUANTITIES.

Telephone:
HOP 4170
(2 lines).

WILLIAM TOOGOOD LTD
77, SOUTHWARK ST
LONDON, S.E.1.

Telegrams:
"TOOGOOD,
BOROH,
LONDON."

QUALITY PREDOMINATES

WITH the help of our advertising you have to sell these products the first time only. The second and each successive sale is assured by the quality of the goods themselves. Never be out of stock of these quick-selling, rapidly moving lines. Recommend them with confidence and remember—*every sale means a pleased and satisfied customer.*

REUDEL BATH SALTRATES^{AND} ALKIA SALTRATES

THE BATH PREPARATION PAR EXCELLENCE, cures Corns and all Foot Troubles permanently, stops Rheumatic or other aches and pains within ten minutes.

The acme of perfection in Salines. Unrivalled for Liver, Kidney, Stomach, Blood and Intestinal Disorders.

Sells at 2/- and 3/3 (P.A.T.A.)

Sells at 3/3 a large bottle (P.A.T.A.)

These products simply will not stay on the shelf.

SOME TRULY REMARKABLE TESTIMONY FROM CHEMISTS

READ THESE LETTERS IN SEQUENCE:

CHARLES ROBERTSON
CHEMIST AND
PHOTOGRAPHIC DEALER,
115, Market Street, ST. ANDREWS.
Telephone—Shop No. 178. House No. 178a. Home No. —

Messrs. Saltrates Ltd.,
London, W.1.

Feb. 9th.

Dear Sirs,

Please send enclosed order carriage paid.

Reudel is very restless. I have difficulty in keeping it on the shelf.

This may interest you:— At the same time I received an order for Reudel by post yesterday, I had a customer at my counter calling for a second packet. A few moments after, another customer called for 3/3 Alkia.

In less than a quarter of an hour I had realised 3/1 profit, from your advertising. Very interesting, that, isn't it? I am always interested in results from advertising, being a keen believer in printers ink.

Yours very truly,
Charles Robertson

W. CORNISH, M.P.S.
THE PEOPLE'S CHEMIST
The Oxford Pharmacy 188 Lower Ashley Rd.
BRISTOL

Messrs. Saltrates Ltd.,
London, W.1.

April 24th.

Dear Sirs:— I was reading through reproduction of Mr Robertson's (St Andrews) letter on page twelve of to-day's date Chemist & Druggist and I think this afternoon I surpassed his feat. In my shop as above. Four customers following, purchasing Saltrates preparations, as follows.

2/- Reudel Bath Saltrates	} All in
3/3 Alkia Saltrates	} Five
2/- Reudel Bath Saltrates	} minutes
3/3	} per sec.

Later on in the day I was asked for another 2/- cize Reudel, but in this case the customer would not take the 3/3 cize, so I missed the sale, having just sold the last small package. I am quite prepared to admit that this is a coincidence that does not often occur, and probably was in part due to other brother Pharmacists being "Sold out". But your preparations are always good sellers with me.

I thought the foregoing would interest you, and it is absolutely authentic, as my Lady Assistant can witness. If the "Tale wants adorning" and I may "point a moral". I would say never load up your shelves with goods that stick there, but to borrow Mr Robertson's "Natty phrase fill up with "restless" goods, which are restless to the point of removal for "Cash Fill Food".

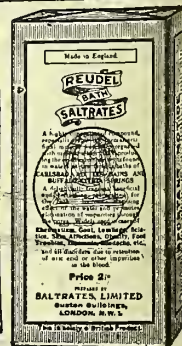
With compliments,
Yours faithfully, *W. Cornish*

Note.—The above statements were sent to us without solicitation of any kind.



YOU can stock these goods on Guaranteed Sale Terms. Carriage Paid in United Kingdom on orders for 3 dozen and over, which may be assorted. Special Terms for Window and Counter Display.

SALTRATES LIMITED
Euston Buildings, LONDON, N.W.1.



Co-operation!

"The act of working together to an end, joint operation, 'concurrent effort.'"

(Dictionary definition.)

SPLENDID—nothing HERE about one landing the other with unsaleable stock—no mention of one taking all the risk and the other all the profit—**YET**—that is how the word "Co-operation" is interpreted by many trade-pushers of Proprietaries—**SO**—creating prejudice in the minds of Retailers—the fact is that they have been **REPEATEDLY LET DOWN.**

OUR IDEA of "Co-operation."

Just as the definition above—**WE** create the demand and send our customers to you — **YOU** keep sufficient stock handy to supply demands.—**WE** must not fail to fire the selling shots—**YOU** must not miss a sale we make for you—**WE** request your help in distribution—You expect a fair and living profit on your turnover of the goods.

16,000,000

MONEY-SPENDERS

are reading "ODDS ON" selling-talk every week.

Get your profit on the "ODDS ON" sales. Put it on your WANT LIST NOW.

**WE HAVE ALWAYS
KEPT FAITH WITH
THE TRADE**

THE PAPERS


broadcasting the "ODDS ON" messages to sufferers include:

Daily Mail, Daily Mirror, News of the World, Daily Express, Daily Sketch, Daily News, Daily Chronicle, Glasgow Record, Glasgow Evening Times, etc., etc.

In order to secure and **MAINTAIN** the **CO-OPERATION** of Retailers in furthering sales and displaying show materials, we offer a **PERMANENT BONUS** of 13 articles to the dozen; any size, for direct orders value (assorted) £3 and over. Carriage paid. Our only stipulation is that a display is made after receipt of each consignment.

Send a post card to-night for free parcel of display materials; show them, and you will soon decide to buy direct and secure bonus terms.


The "ODDS ON" SPECIFICS CO., Ltd., 36-37 Cock Lane, Snow Hill, London, E.C.1



"ODDS ON"

P.A.T.A.

THE LINIMENT LINE TO HANDLE



Season—1922



COD LIVER OIL

GUARANTEED GENUINE.

Manufacturers :

BRÖDR. AARSÆTHER A/S, Aalesund, Norway.

LARGEST MANUFACTURERS OF COD LIVER OIL IN NORWAY.

Wholesale only. In 25-gallon tin-lined barrels.

SOLE AGENTS
FOR U.K.:

FREUDENTHEIL, SMITH & CO.

21 Mincing Lane, LONDON, E.C.3.

Tel. Add.: "FREUDENRUF."

Codes used: A B C, 4th & 5th Edit.; and Private. Tel.: 12513 CENTRAL

VITAMINAX BRAND

PURE LOFOTEN COD LIVER OIL

Manufactured by Johan Didrichsen, Kristiania, Norway.

ESTABLISHED 1890.

Proprietor of Elle Fabriker.

All possible care has been shown from the very first in the production of this Oil in order to maintain the highest degree of **Vitamines**.

Wholesale only.

Tel. Add.: "Johandi, Kristiania."

Dr. DE JONGH'S
LIGHT BROWN
COD LIVER OIL
IN IMPERIAL HALF-PINTS, 4/-

ANSAR, HARFORD & CO., LTD.
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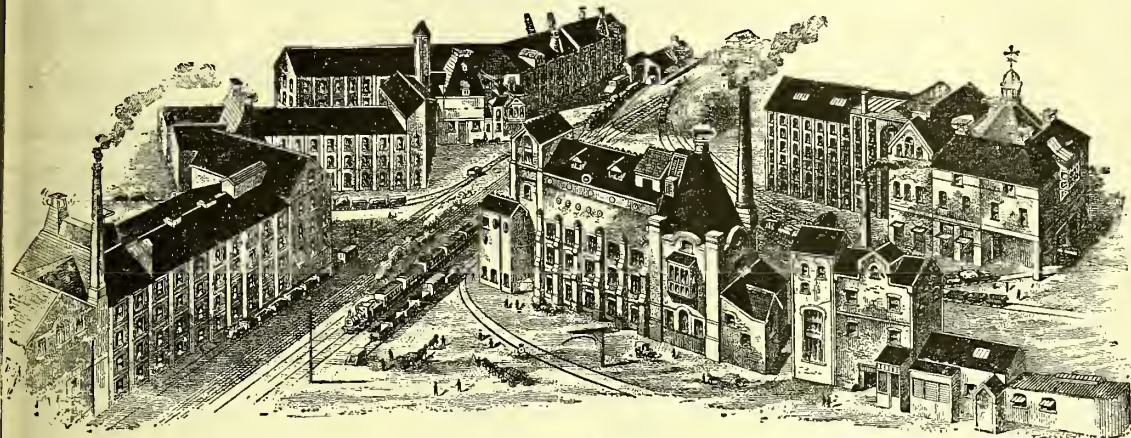
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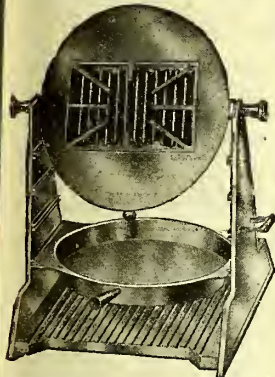


Attractive Pocket Lamp (as illustration) fitted with Bull's-eye Lens (1 1/2 in.) assorted covers, reliable switch, complete with "Volex" Battery and Jewel Metallic Bulb. No. 309.

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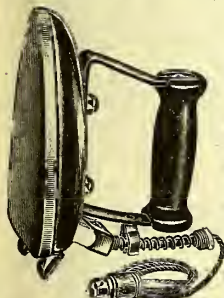
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2 1/2 and 3 1/2 volts, Clear Type, 2/3 doz. Half Opal, 3/- doz.

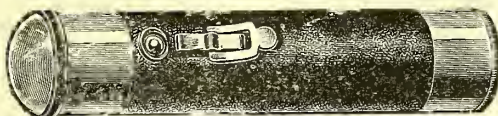


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The "KIT" TORCH. Size 7 1/2 by 1 1/2 in. Excellent finish. A real Torch de Luxe with heavily nickel-plated solid end pieces, fitted with strong reliable permanent on-off switch. Complete with "Volex" Dry Battery and Jewel Metallic Bulb. Price 4/4 each net. Spare Batteries, T/112 8d. each net.

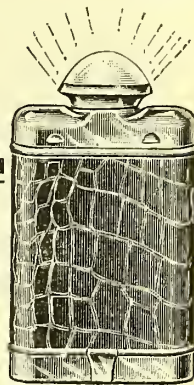


The "MAJOR." 9 1/2 by 1 1/2 in. Similar to the "Kit" but larger. Complete with "Volex" Dry Battery and Jewel Metallic Bulb. Price 5/4 each net. Spare Batteries, No. T/116, 1/- each net.

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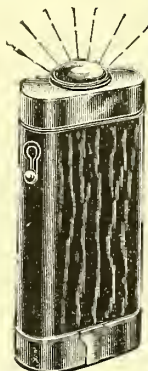
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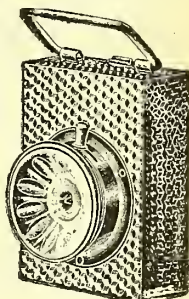
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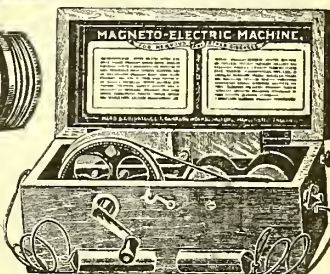
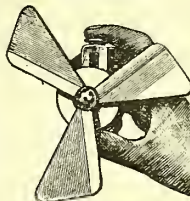
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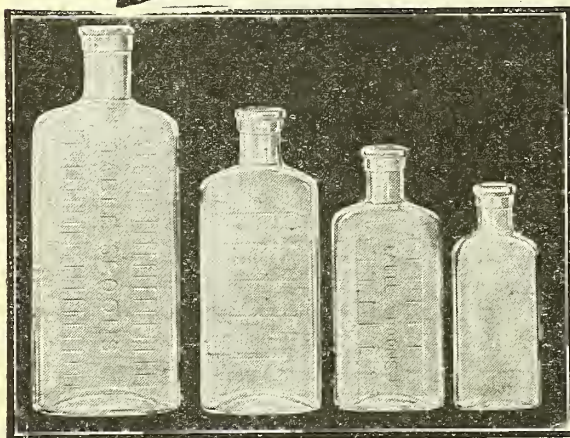
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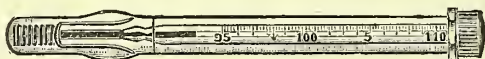
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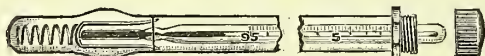
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(30th June, 1922.)

Capital Subscribed	£71,864,780
Capital paid up	- 14,372,956
Reserve Fund	- 10,000,000
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60 DEAD MICE

all near where the poison was laid."

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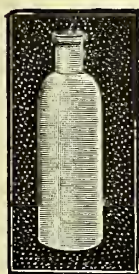
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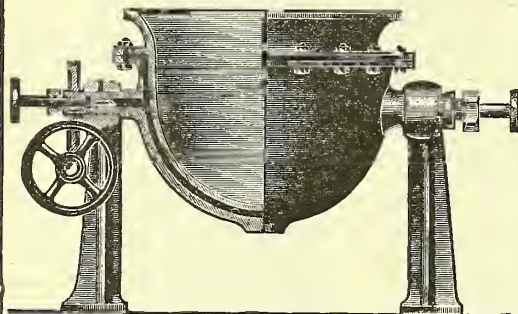
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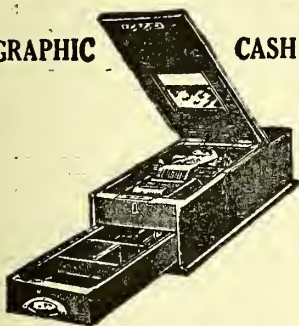
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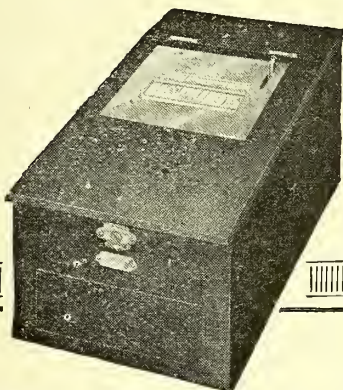
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There is no getting how many mothers may have found relief for their children's cough by rubbing Musterole on their throat and chest. It is a clean, white ointment whose efficacy in cases of congestion or inflammation has been proven by time; as a counter-irritant based on natural principles. You recommend it for family use as a pleasant and easily applied remedy.

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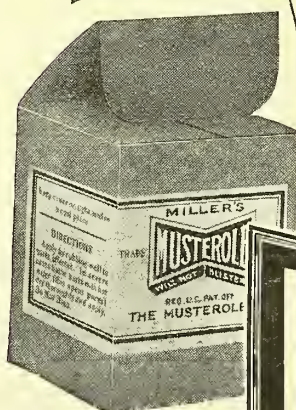
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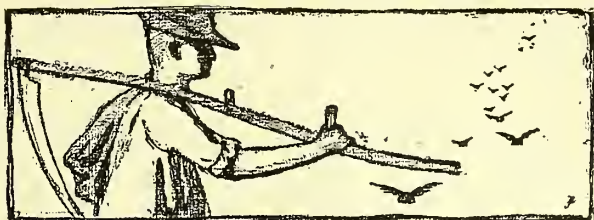
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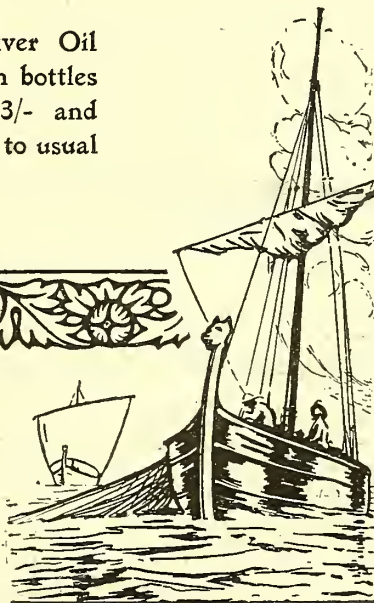
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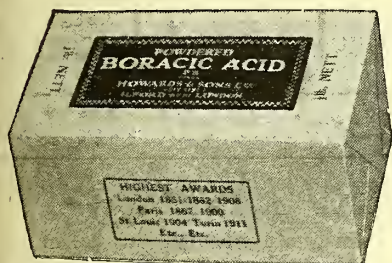
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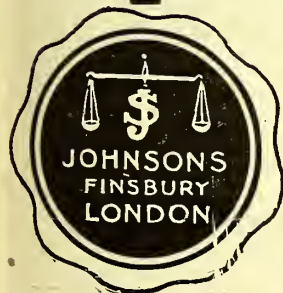
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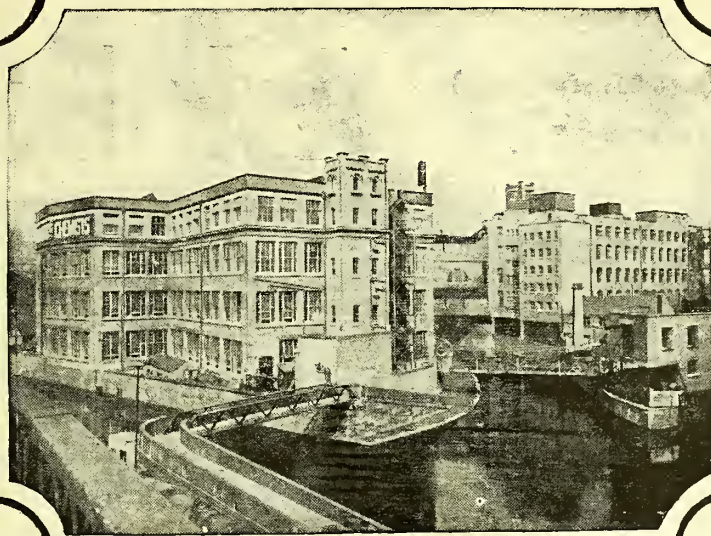
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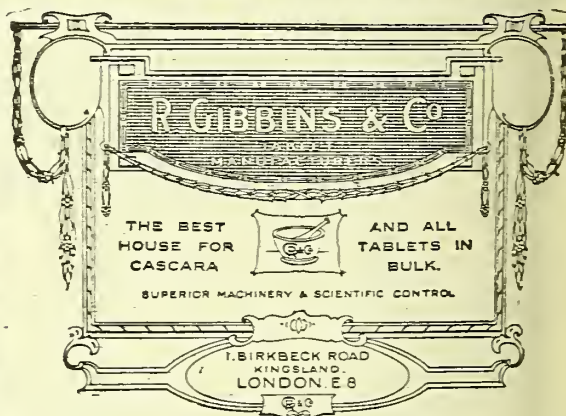
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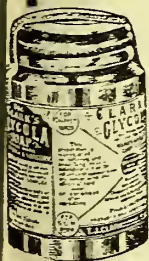
Until further notice we are presenting absolutely free, with each display order, one dozen Glycola Shampoo powders for each

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Also usual 10% discount off m.w.p. Don't miss this profitable line of business.

CLARK'S GLYCOLA

is one of the best selling toilet preparations on the market. It is always in good demand and carries an excellent margin of profit. Sell it and display it. It will pay you well.



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ASTHMA CURE

Established
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IT is a powder to be burned and the fumes inhaled without any bad after-effects. Recommended by physicians throughout the world.

"I have tried every remedy ever invented, and 'Himrod's Cure' is the only one in which I have absolute confidence."—EMILY FAITHFUL.

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A CANADIAN MESSAGE

To the Retail Chemists and Druggists of Great Britain

DURING the period of the Great War we were unable to ship any of our Pharmaceutical Products to England, and their use and sale were very much reduced as a consequence.

We are now constantly detailing and sampling Wampole's Specialties to the Medical Profession throughout Great Britain, with gratifying results.

The leading wholesale druggists of England are carrying a full stock of our preparations, and are prepared to fill orders promptly from retail chemists.

- Cod Liver Preparation, 16 oz.
- Cod Liver Preparation, 8 oz.
- Phospho-Lecithin, 16 oz., unstamped.
- Phospho-Lecithin, 8 oz., unstamped.
- Creo-Terpin, 16 oz., unstamped.
- Creo-Terpin, 8 oz., unstamped.
- Magma Magnesia, 16 oz., unstamped.

MADE IN CANADA BY

Henry K. Wampole & Co., Ltd.

Manufacturing Pharmacists,
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Werespectfully invite you

To STAND No. 56

THE CITY HALL, MANCHESTER,
On November 20th to 25th.

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CHEMISTS' EXHIBITION

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Talcum

CLEAVER

—the **STERILIZED**
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ALTHOUGH introduced only some year or so ago, the unique excellence and the special feature of complete sterilization during the process of manufacture, has won for Talcum Cleaver a widespread and lasting popularity.

TOILET Terebene SOAP

T EREBENE, which is the active principle of this soap is renowned for its powerful antiseptic and purifying properties, and it possesses at the same time valuable deodorizing powers. Moreover the odour of Terebene, unlike some disinfectants is very agreeable; in Cleaver's Toilet Terebene Soap it is incorporated with the very highest grade of soap-making ingredients.

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F ORMERLY known as "Rosemary and Cantharidine Hair Wash." It is prepared from an ancient and exclusive Oriental recipe and is a firm favourite among ladies who demand a hair-wash of the very finest quality. For all this it is very moderately priced, and has been a ready and a steady seller for many years.

Do not miss STAND No. 63 if you have better-class customers to consider.

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Established 1770.

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TALCUM POWDER

NOW ADVERTISED

The Proprietors of Germolene offer to the Trade another splendid line in GERMOLENE ASEPTIC TALCUM POWDER.

Packed in dainty containers, beautifully decorated in blue and gold, it sells at sight.

PRICE 6/6 per doz.

(less usual window show and cash discounts).

RETAILS AT 1/- PER TIN. PROFIT 100%.

Include it in your next Order.

Prices for Veno Specialities, Germolene, Dr. Cassell's Tablets, Veno's Lightning Cough Cure, etc., etc. are as follows:—

Small Size (1/3 retail)	12/5 per doz.	} Cash Discount 2½ per cent. in 30 days.
Large Size (3/- retail)	30/- „ „	

WINDOW SHOW TERMS.—For displaying showcards we allow an additional 5%. (With £100 parcels cash discount 5% in addition to the 5% for display.)

NOTE—ALL GOODS DELIVERED CARRIAGE PAID, IN FREE BOXES.

Sole Manufacturers & Proprietors—

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Manufacturing Chemists
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Telegrams: "SEAWEEED MANCHESTER."

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*Reduced fac-simil of
red, white and blue
window strip. A fine
Lobelline sales aid, it
lets people know you
sell Lobelline. Sup-
plied gratis on
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**WE SELL
LOBELLINE**
for
COUGHS, COLDS, ASTHMA.

Lozen-
ges
1/3
Tin.

Bottles
1/3,
3/4,
5/-

BOTTLES
1/3, 3/4, 5/-
(P.A.T.A.).
LOZENGES
1/3 per tin
(P.A.T.A.).



Are You?

Are you getting your share of Lobelline customers, or are you letting your competitor get ahead of you? Wherever the familiar red, white and blue Lobelline Carton and display matter are on view, depend upon it a live chemist is making good profits and more satisfied customers. Sooner or later you too, will sell Lobelline. Why not now? Write to-night for generous terms and full particulars of our window display bonus.

THE COUGH CURE THEY ASK FOR AGAIN AND AGAIN
GEE'S

LOBELLINE

For Coughs, Colds, Asthma, Bronchitis.
Attractive Showcards and Advertising matter sent gladly.

Sole Proprietors:—

SQUIRE & Co., BIRMINGHAM, Ltd., Stirchley Laboratories, BIRMINGHAM.

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ROBORANS

(ROBERTS)

Recognised by the Medical Profession as
THE BEST TONIC.

Supplied in 8-oz. and 16-oz. Bottles by all the
Wholesale Houses.

Inquiries Invited for
**NEW & RARE
MEDICINES**

of French, Italian and Russian Origin.

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76 New Bond Street, London, W. 5 Rue de la Paix, Paris.

Guaranteed Relief — or MONEY BACK ★



For Rheumatism, Lumbago, Neuritis,
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Complaints.

A Nationally Advertised Line that pays
Retailers 25% on a steady increasing
sale. Send now for Special First Stock
Parcel: 1 doz. 3/- size, 1 doz. 5/- size,
1/2 doz. 12/- size. Any quantity Carriage
Paid. Window Display Terms on
Application. All Wholesalers stock
PHYSIKURATE.

On P.A.T.A. List

As advertised, any dissatisfied customer will receive
money back on applying direct—this saves you from
trouble and ensures your recommendation and profit.

PHYSIKURATE, Ltd., 92a Upper Clapton Road,
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WORKS WHILE YOU SLEEP

WIRELESS MESSAGE.

Hullo! Hullo!!
2-Hello calling



Messrs. Bewells Limited offer you a Top Hole seller, a grand winter line, for the voice and throat.

Attractively put up in 6d. tins.
1 gross and upwards at 45/- gr.
Smaller quantities at 48/- gr.
Novel window display materials supplied.

In stock by Messrs. Butler & Crispe, London, E.C.
and other Wholesale Houses, or direct from

Bewells Ltd.

Manufacturing Chemists,
19/21 Pitfield St.,
London, N.I.



Licoricine
ACTS LIKE
MAGNET

Sells freely and readily.

	Size.	Per doz.
Licoricine	10 $\frac{1}{2}$ d.	8/6
"RED BOTTLE	1/3	12/3
or		
St. PETER'S OIL."	3/-	27/-



"No case too bad!"
Trade Mark.
ESTABLISHED 1854.

5% Discount 30 days, on orders of £6.

Licoricine is a popular remedy for
Coughs and Colds wherever introduced.

Now is the time to get in your stock.

MANDALL & Co., LTD.

Tower Works, NEWCASTLE-ON-TYNE

National Telephone: 143 Central.



SINGLETON'S
EYE OINTMENT.

The oldest established remedy
in existence. Founded 1596
and manufactured on the
present premises for 240 years.

ON THE LIST OF THE P.A.T.A.

REDUCED PRICE
TO THE TRADE.

Retail Price - - 2/9 per pot.
Trade Price - - 25/- per doz.

Further particulars from:-

STEPHEN GREEN LTD.

210 LAMBETH ROAD,
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Tel. No. 4088 CITY.

A Sure Profit of 20%.

Urodonal

Costs you 48/- & 115/2½ per doz.

Sells at 5/- & 12/-

It is backed by an extensive advertising campaign. Urodonal is in every home—it has a constant demand. Urodonal stands for clear profits—are you getting your share of these?

*Jubol, Globéol, Gyraldose, Pagéol, Fan-
dorine, Sinubérase, Filudine, Jubolitan,
Jubolitoires, Vamianine, Dialirol,
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*Poral, Poralin, Noctyl, Rucoval,
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From—Sangers ; May, Roberts ; Butler & Crispe ; Wilcox, Jozeau & Co. ; and all Wholesalers.

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Sole Agent for Chatelain's Laboratories, Paris.

Generous Profits

are assured to the Pharmacist
who stocks these popular products.

Kay's 'LINSEED COMPOUND'

Compound Essence of Linseed

Kay's MOUNTAIN FLAX PILLS

'Linum Catharticum'

'Kay's TIC PILLS'

'Kay's THROAT LOZENGES'

Purchased in convenient quantities
from any Wholesaler they carry
a clear protected (P.A.T.A.) 25%
on turnover (33½% on cost). Their
real merit—backed by shrewd adver-
tising — ensures a steady ever-
growing sale.

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**KAY BROTHERS LTD.
STOCKPORT**



THE GREAT NERVE FOOD AND FLESH BUILDER.

IRVONA is obtainable from all the usual
wholesale houses, or direct, at the following
prices—**3/-** size, **27/-** per dozen.

15/- „ **135/-** „ „

“IRVOLAX” (the safe aperient).

1/3 size **12/-** per doz.

3/- „ (four times the quantity) **27/-** „

MOLVENE

(the safe flesh reducer).

3/- packet **29/-** per doz.

Terms Net 30 days, subject to usual trade references.
For orders under 27/- in value cash with order.

P. J. WILLIAMS

Chiswell Chambers, 27 Finsbury Street,
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"Thermos,"
Limited.

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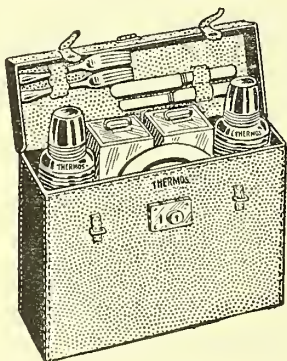
12-14 Denman Street,
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THERMOS MEANS BIGGER BUSINESS.

The immense variety of the "THERMOS" range enables you to go out after a class of trade unobtainable any other way. Between the popular 5/- "THERMOS" Flask and the luxurious "THERMOS" Restaurants, there is something in the "THERMOS" line to suit your business.

DO THESE THREE THINGS:

1. Write for particulars of our free Publicity Service for Dealers.
2. Send for "THERMOS" List, illustrating every line.
3. Ask about the Free "THERMOS" Display Stand.



THE "THERMOS" MOTOR RESTAURANT

shown (No. 202) has equipment for two persons, and includes two Thermos Flasks, two nickel sandwich boxes, and two each knives, forks, spoons and enamel plates. A splendid display item for good-class trade. Equipments for four or six persons also stocked.

THERMOS FLASKS

are stocked in various capacities and finished, and priced from 5/- retail and up. The example shown is No. 6—the "THERMOS" de luxe—and is beautifully finished in nickel. Retail at 13/6.



There is Profit for the Chemist in "Razorite."

You've only to put "RAZORITE" on your counter and it will sell itself—that means extra Profits for YOU—easily earned.

"RAZORITE" is a specially prepared white oily powder which is sprinkled lightly on the surface of any ordinary or safety razor strop, and rubbed well in with the finger. Quite a simple little operation, but one that brings a wonderfully keen edge to even the dullest of razors. No wonder then that "RAZORITE" will sell freely wherever it is shown.

"RAZORITE" contains no emery or any other gritty substance, and is retailed in handy little sprinkler top containers at 1/6, which yield a generous profit to the Chemist. Get in a supply NOW and give "RAZORITE" a prominent display in your windows and on your counters, and link up with our forthcoming advertising campaign which will ensure a great demand for "RAZORITE" from men in your neighbourhood.

Sole Wholesale Distributors for United Kingdom:

W. EDWARDS AND SONS
157 Queen Victoria St., London, E.C.4.

"RAZORITE," Regd. 75 Aldermanbury,
London, E.C.2.



"R Collosol Ferromalt (Crookes)"

the instructions you will see most frequently
on your script this winter.

Collosol Ferromalt, the most successful iron
tonic on the market, is the subject of a new
brochure issued to the medical profession
early in November.

Terms and full particulars from

THE CROOKES LABORATORIES

22 Chenies Street, Tottenham Court Road, W.C.1

Telephones :

Museum 3663-3697.

Telegrams :

"Colossally, Westcent, London."

With Glycerophosphates
Hypophosphites
Cascara
Manganese
Haemoglobin

CRYSTALS

Don't Forget to stock these two remedies "KRENOMAR"

(REGD.)

In the case of Toothache, In cases of Ringworm, Alopecia,
the Box with the RED Seal. &c., the box with the BLUE Seal.

Sole Proprietors & Manufacturers

The PROPRIETARY CURES (Parent) Co. LTD.

Registered Office :

85 Albert Road, MIDDLESBROUGH.

Selling price in each case 1/1½ per box.

SPECIAL TERMS to the TRADE *Opinion of a Chemist: "I have sold more than I thought I would."*

NURSE HARVEY'S MIXTURE

A safe, simple, and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the retailer has a profitable return on a quick turnover.

For Direct Terms apply to—

OSCAR SCRUTON & CO., YORK

THE OLDEST and THE BEST

"DUCA DI CORIGLIANO" LICORICE JUICE

PREPARED BY THE PROPRIETOR OF THE CALABRIAN LICORICE
ESTATES (ITALY) NOTED for CONSISTENT PURITY AND PALATABILITY

THERE IS NONE BETTER

Stocks in LONDON

Sole Agent :

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Fig. 957



The "EMPIRE" HOT WATER BOTTLES

Place your order *now* for present or future delivery, as prices will not go any lower than the following. Chemists who have built up a reputation for reliable Hot Water Bottles continue to order our well-known "EMPIRE" brand of these goods. Do not risk trying an unknown make.

One quality only—the Best. Guaranteed for two years.

The Red Hot Water Bottles are selling well. The colour and finish appeal to anyone looking for a seasonable present. Each one of these is fitted with a spare washer.

		PRICES as follows:—							
Heavy make	Sizes	6×8	6×10	6×12	8×10	8×12	8×14	10×12	10×14 in.
Grey rubber	each	3/5	3/9	4/1	4/5	4/9	5/3	5/6	6/0
Red rubber	"	3/8	4/0	4/4	4/8	5/0	5/6	5/9	6/6
Each Bottle in a strong paper bag with directions for use.									
		COVERS.							
	Sizes	6×8	6×10	6×12	8×10	8×12	8×14	10×12	10×14 in.
Scarlet or grey plush ea.		1/2	1/4	1/6	1/7	1/8	1/10	2/-	2/3
Velour, assorted colours (washable)	each	1/3	1/5	1/7	1/9	1/10	2/-	2/3	2/6
MUFF WARMER, red rubber, oval shape, 3½×7 in., each 2/-									

For the Christmas trade we hold a large variety of

Toilet Sundries—BRUSHES, COMBS, MANICURE INSTRUMENTS, POWDER PUFFS, SCISSORS, VANITY BOXES, ETC., ETC. A discount of 5 per cent. for prompt cash is allowed on all amounts of 10/- and upwards. Money returned if goods are not satisfactory. Write for New Price Lists of Druggists' Sundries, Rubber Goods, Cut Sheet Rubber Appliances, etc., containing full particulars of our well-known "Empire" brand of Air Cushions, Clinical Thermometers, Enemas, Hot Water Bottles, etc., etc.

BURGE, WARREN & RIDGLEY, Ltd., 91 & 92, GREAT SAFFRON HILL, LONDON, E.C.1.

DR. SCHOLL'S TOE-FLEX

corrects bunions, straightens crooked toes by mechanical action. Made of finest soft surgical rubber it gently restores the joint to its normal position. Three sizes, price 2s. each.



Dr. Scholl's
Foot Comfort Appliances

give immediate relief and permanent correction to every type of foot trouble. By linking up, through strong window displays, with "Scholl" National Advertising you will obtain your share of the tremendous demand we create, thereby greatly increasing your profits.

Write to-day for full particulars.

The SCHOLL MFG. CO., Ltd., 1-4 Giltspur St., London. E.C.1

T.H. FORD LIMITED

Telegrams: "Drofcolum, Cent, London,"

REGISTERED TRADE MARK

6, WELL ST. LONDON, E.C.1.

Telephone: City 6343

PNEUMONIA JACKETS VACCINATION PADS

of BEST QUALITY material, and
SCIENTIFICALLY finished.

Each in separate Greaseproof paper.
Printed envelopes and contents VISIBLE.

DELIVERY FROM STOCK.

J. H. HAYWOOD, LTD.

CASTLE GATE,
NOTTINGHAM.

INVENTORS
OF
SEAMLESS
ELASTIC
HOSIERY.

SURGICAL APPLIANCE
MANUFACTURERS.



Specialities:

Abdominal Belts,
Trusses,
Suspensory Bandages,
Braces,
Elastic Web Bandages,
and Druggists' Sundries.

WRITE FOR PRICE LIST.

ESTABLISHED 1833.

TELEGRAMS: "APPLIANCE NOTTINGHAM."

THE "MATER" CLINICAL

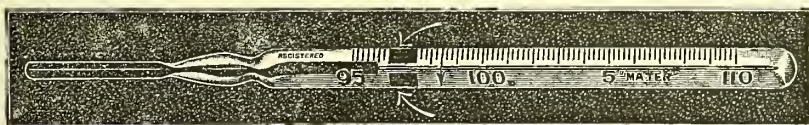
MAGNIFYING FRONT. NATIONAL PHYSICAL LABORATORY GUARANTEE.
EASY TO READ. EASY TO SHAKE DOWN.

This series is the only **Clinical** Thermometer on the

P. A. T. A. LIST

AN ADEQUATE MARGIN OF PROFIT BEING GUARANTEED

REGISTERED No. 553038



PRICES OF THE "MATER" CLINICAL IN METAL CASES:—

Retail ... 2 min., 4/6; 1 min., 5/6; ½ min., 7/- each.
Wholesale „ 27/-; „ 33/-; „ 42/- per doz.

PERKEN, SON & CO., Ltd., 94 HATTON GARDEN,
LONDON, E.C. 1.

Established 1852.

Telephone: 724 Holborn.

Contractors to H.M. Government.

Telegrams: "Optimus, Smith, London."

Write for Prices of every description of **CLINICAL** and **OTHER THERMOMETERS**.

ESTABLISHED 1839.

PROTECTIVE OVERALL CLOTHING FOR CHEMISTS & DRUGGISTS

**KHAKI DRILL
WAREHOUSE COATS,**

7/11, 10/6, 12/6, 14/6.

WHITE DRILL JACKETS,
6/6, 7/6, 10/6.

WHITE DRILL LABORATORY COATS,
10/6, 12/11, 15/11.

BLACK DRILL WAREHOUSE COATS,
18/6.

Postage on Coats 9d. each.



POST ORDERS Promptly and Carefully Executed.

We pay postage on all orders over 20/-.
Samples and special quotations for quantities
sent on request.

STOCK SIZES, 34 to 44 Chest. When
writing us measure Chest over waistcoat.

**GARDINER & Co. (THE SCOTCH
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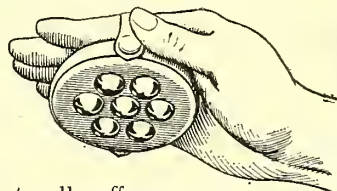


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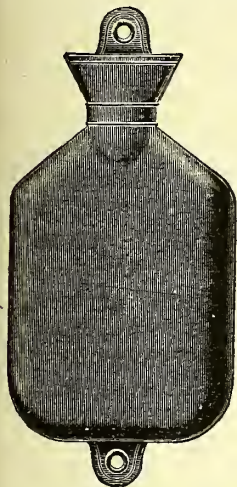
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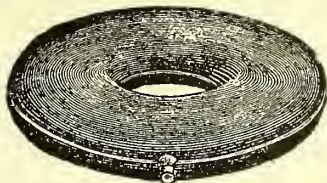
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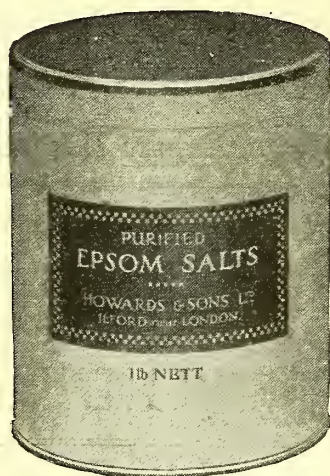
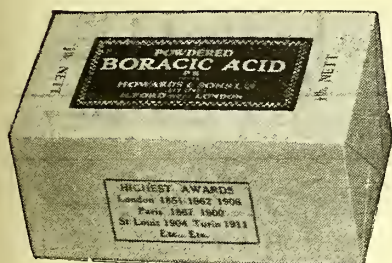
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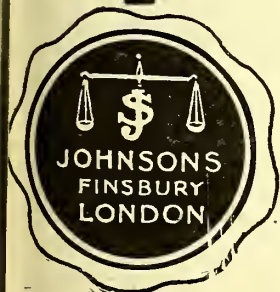
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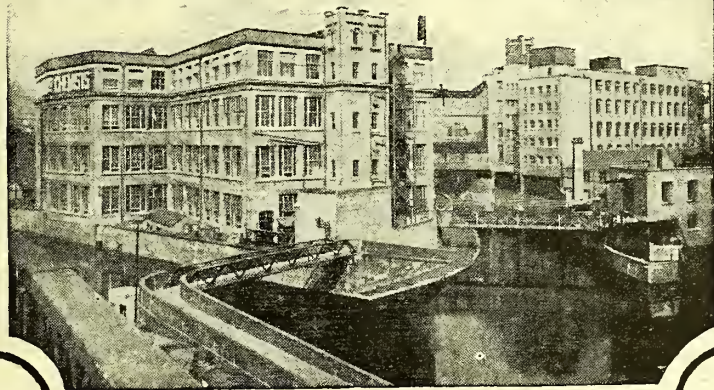
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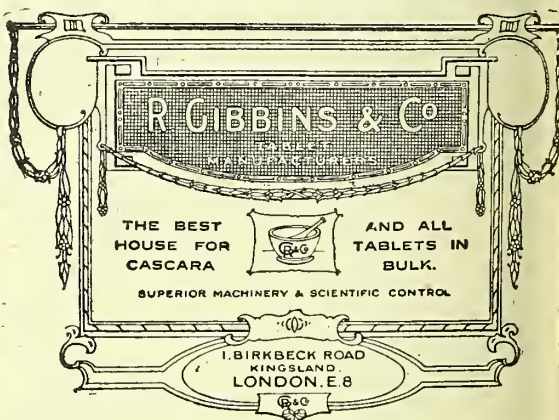
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The Manchester Chemists' Exhibition

NOVEMBER 20, 1922



NOVEMBER 25, 1922

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of a House of

CHEMISTS' PRINTERS

THOMAS WAIDE & SONS, Ltd.

Printers,

KIRKSTALL ROAD,

LEEDS.

The Manchester Chemists' Exhibition

NOVEMBER 20, 1922



NOVEMBER 25, 1922

STAND No. 20

STAND No. 20

PHARMACISTS!

We cordially invite you to come right in and examine the *quality* of our products.

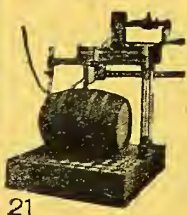
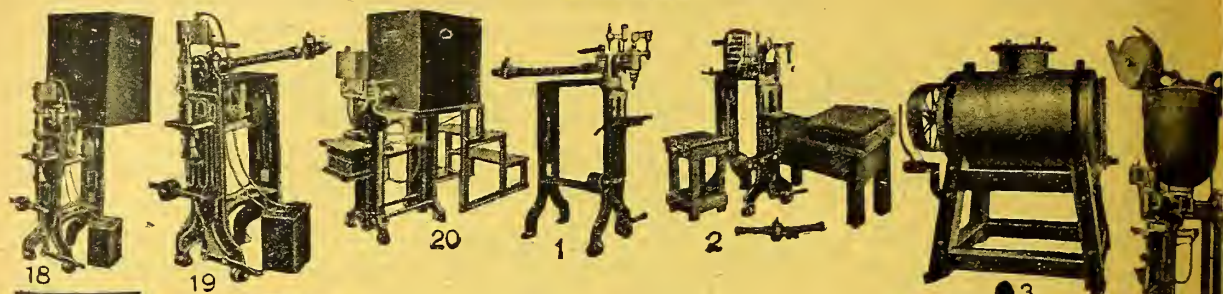
We emphasize "quality," and it is there alright—reflected in every preparation we turn out, but our policy doesn't end there—Oh, no! There is "*price*"—very important from your viewpoint, so please make a point of enquiring—it will pay you.

HOUGH HOSEASON & CO., Ltd.

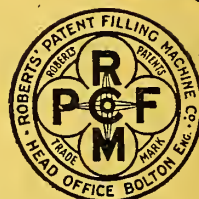
MANUFACTURING CHEMISTS

MANCHESTER

WORKS - - HOLLAND STREET, PENDLETON.



EXHIBITING CHEMISTS' EXHIBITION



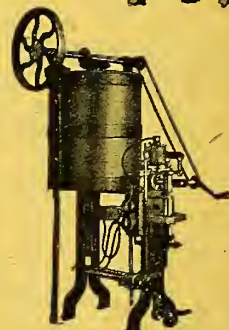
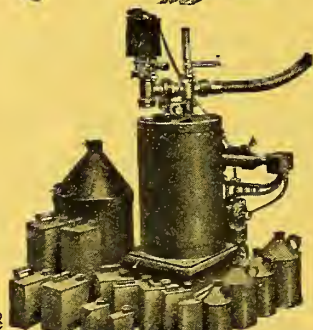
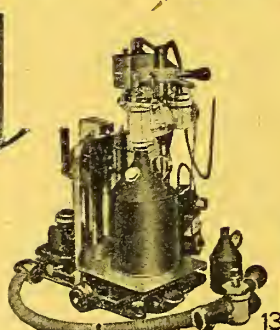
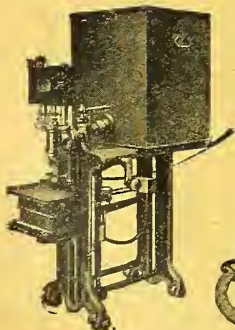
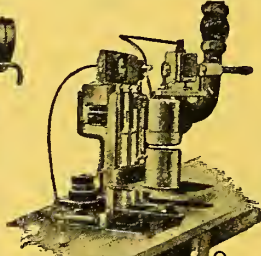
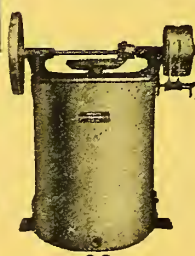
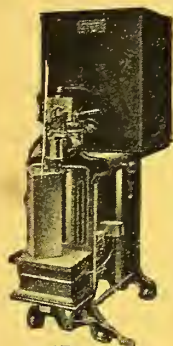
CITY HALL, MANCHESTER
STAND NO. 37

ROBERTS' PATENT
FILLING MACHINE CO.

*Bottling and Canning
Machinery Specialists*

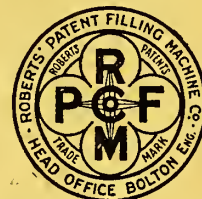
BOTTLE FILLING MACHINES, CORKING
MACHINES, SHALLOW TIN FILLING MACHINES,
AUTOMATIC CAN FILLING MACHINES.

33 Roundcroft Street, BOLTON

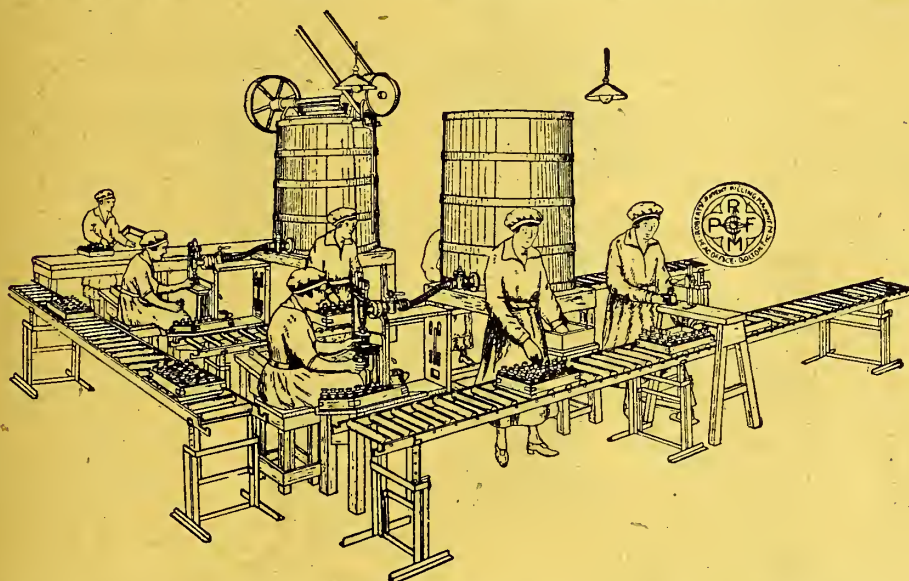


ROBERTS' PATENT FILLING MACHINES

Are used the world over, and acknowledged to be the best for all liquids, thick or thin, and those containing sediments. Roberts' Patent Filling Machine Valves, Taps, Nipples and Couplings are made of metal which our exceptional experience has proved to be the best. All inside parts are smooth finished and nickel-plated. Valves and fittings can be tinned inside, or ebonite lined, to suit special requirements. Machines can be fitted with automatic agitators, stone tanks, etc. Practical experience at your service.



The Roberts' Patent "Nelson" Filling Machine has been a record-maker in the hands of capable operators. The following speeds were obtained from Messrs. Goodall, Backhouse & Co., Messrs. Castle Brand Co., Messrs. J. A. Sharwood & Co., Ltd., Messrs. Hoe & Co., and others :



SIX OUNCE SAUCE, the work of 24 girls, the number of bottles filled in an hour in each case being as follows :

1,905—1,845—1,843—1,842—1,788—1,782—1,769—1,764—1,749—1,728—1,701—1,701
1,699—1,690—1,670—1,660—1,659—1,656—1,638—1,617—1,592—1,510—1,507—1,387

the total, 40,702, giving an average of 1,696 bottles per girl per hour. over 28 per minute.

HOE'S SAUCE, 28 per minute. TOMATO SAUCE, 800 1/- size and 1,200 6d. size given as an easy rate.

LEMON SQUASH (quarts), 864 bottles in one hour on one Machine ; QUININE WINE (pints), 1,172 bottles in one hour ;
ESSENCE VANILLA, $\frac{1}{2}$ oz., 1,964, 1 oz., 1,788 bottles per hour.

HALF-PINT BURST-OFF WORCESTER SAUCE, 1,900 per hour. In small lines it is just a matter of handling the bottles ; the speed in Penny Castor Oil Turpentine, Glycerine, Camphorated Oil, Perfumes, Essences, Furniture Cream, &c., varies between 1,500 and 2,500.

2,000 per hour cannot be taken as the limit to the capacity of our Machines ; Messrs. Castle Brand Co., Newcastle-on-Tyne, have obtained from one machine 2,592 TWO OUNCE BOTTLES of BLACK LACQUER in one hour. 1,740 FOUR-OUNCE BLACK LACQUER in one hour.

Write for particulars of Shallow Tin Fillers, Automatic Tin, Bottle and Can Fillers for Liquid Metal Polish, Paint, etc.

33 Roundcroft Street, BOLTON, ENG.

All Rights Reserved.

Telegrams: "FILLING, BOLTON."

'Phone 661.

Code: A.B.C. 5th Edition.

**EXHIBITING AT THE CHEMISTS' EXHIBITION,
CITY HALL, MANCHESTER, NOV. 20 to 25.
STAND NO. 37**

ROBERTS' CROUPLINE

1 1/3
PERFECTLY
SAFE
3/-

CURES
CROUP
WHOOPIING COUGH
BRONCHITIS
▼ **ETC** ▼



ROBERTS' CROUPLINE · DEPÔT · BOLTON

“CREVALIN”[”] (REGISTERED) ROBERTS' CATARRH CURE.

1/3 AND 3/-



A RAPID CURE
FOR COLDS IN
THE HEAD,
HEADACHE,
INFLUENZA,
HAY-FEVER, ETC.

ROBERTS' CROUPLINE DEPÔT, BOLTON.

The Manchester Chemists' Exhibition

NOVEMBER 20, 1922

NOVEMBER 25, 1922



Pepsodent

The New-Day Dentifrice

Now made in
Two Sizes

1'3 & 2/-

At all chemists

This announcement is appearing in all our advertisements—come and talk with us about it at

STAND No. 12
(Section P).

DECOATER

The New Era Tooth Brush

Produced and endorsed by the manufacturers of "Pepsodent" and advertised by them in their effective ways.

Complies with specifications now recommended by eminent dental authorities—in quality, size, shape and separation it represents the best modern opinion on the correct type of brush.

The utmost in modern dental hygiene is thus offered. Pepsodent combats the film, the coats, and the starch deposits. The "Decoater" provides the best way to remove them.

Enquiries resultant from advertising in conjunction with Pepsodent will urge the necessity of stocking.

A visit to Stand No. 12 (Section P) will be much appreciated. We want to talk to you about the brush and the very liberal profit allowed on its sale.

Pepsodent

The rapid expansion of our business has necessitated removal to larger premises. On and after December 1 our address will be

**42, SOUTHWARK BRIDGE ROAD,
LONDON, S.E. 1.**

SHOW

Amami

NOW

and you will reap the benefit of our
ADVERTISEMENTS in

DAILY MAIL
DAILY SKETCH
PAN

QUEEN
NASH'S
SKETCH
BYSTANDER
LONDON OPINION
FASHIONS FOR ALL
PICTURE GOER
HOME CHAT
LONDON MAIL
NURSING MIRROR

DAILY MIRROR
DELINEATOR
LADY

VOGUE
LADIES' FIELD
EVE
TATLER
GENTLEWOMAN
GOOD HOUSEKEEPING
WOMAN'S WEEKLY
HOME NOTES
SPHERE
NURSING TIMES



Our Branch Office in Manchester

is situated at

**49 COUNTY BUILDINGS,
4 CANNON STREET,**

about five minutes' walk from the City Hall.

Mr. JOHN R. GOLDTHORPE,

our Lancashire representative, will gladly assist visitors to the Exhibition in every way possible. He will be at the Exhibition daily, but if you want him urgently and cannot find him—'phone

CITY 52.

THE CHEMIST AND DRUGGIST,
42 CANNON ST., LONDON, E.C. 4.

The Manchester Chemists' Exhibition

NOVEMBER 20, 1922



NOVEMBER 25, 1922

ANOTHER ELECTION!

£600 FOR VOTES !!!

EVERY Chemist in the country will make profitable sales of "Kemolite" in connection with a great "Votes for Beauty" Election Prize Contest.

This novel "Kemolite" Prize Contest will be boldly advertised in the Press.

PRIZES.—There will be Prizes to the value of £600—First Prize £250. Cash Prizes for Chemists will be included in connection with this novel advertising and selling scheme for

Kemolite

*The Wonderful Natural Radio-Active Beauty-Aid
so Highly Praised By Every User.*

GET THE INTERESTING PROSPECTUS

telling all about this unique "Kemolite" Prize Contest, and

GUARANTEED SALES & PROFITS

AT

PENNEY & CO.'S STAND No. 49a,

AT THE MANCHESTER CHEMISTS' EXHIBITION.

Chemists unable to visit the Exhibition will be supplied with this Prospectus by Penney & Co.'s Travellers, or it will be sent gratis and post free on request to either of Penney & Co.'s addresses as follows:

LONDON: Cavendish House, Old Cavendish St., London, W.1.

NEWCASTLE-ON-TYNE: Royal Buildings, Bigg Market.

Fleurool

is a money making proposition **FOR CHEMISTS ONLY**,
awaiting your inspection

on STAND No. 31, at
Manchester Chemists' Exhibition
CITY HALL, DEANSGATE,
November 20th to 25th, 1922.

DON'T MISS IT,

for in addition to over 50% profit, we are giving handsome
bonus for displays, backed up by an intensive press advertising
campaign.

FLEUROL (LONDON), LTD.

Specialists in "Own-name" Toilet and Medicated Soaps,
City Road, Newcastle-on-Tyne.

STAND No. 72.

FOR CHEAP
GOOD
RELIABLE
CARDED
LINES, Etc.,

AND

KAPUTINE HEADACHE
CURE.

General Kaputine Synd., Ltd.
LILLEY STREET, QUEEN'S PARK,
MANCHESTER.

See the Great
Snowfire
TABLET



display on
OUR STAND

This fine representation of our unique registered name consists of realistic snow mountains with alcoves in which are braziers and fire, and is devoted solely to the display of Snowfire specialties, chief of which is the ever popular Snowfire Tablet for Chapped Hands, Irritated Skin, etc. Book your orders early as the demand for Snowfire during the cold weather is lively and continuous. Snowfire advertising ensures a rush of custom, so do not be "left out in the cold," this winter.

You will be as much impressed with
Snowfire profits as you will be with
the Snowfire display.

F. W. HAMPSHIRE & CO., LTD.,
RIVERSIDE WORKS, DERBY.

The Manchester Chemists' Exhibition

NOVEMBER 20, 1922



NOVEMBER 25, 1922

STAND No. 21

HOME OF SPUN OINTMENTS

We have now made it possible for every Chemist to have his own name on ointment tins at a small outlay. Make a point of discussing this with Mr. Brisby, our Northern Agent, who will be pleased to see you and give you the fullest information.

We pack everything necessary to a chemist's business, and we are showing a whole series of specialities which should appeal to keen buyers, so make it a point of visiting

STAND No. 21

ROBERT BLACKIE

Shen Works, Tower Bridge Road,
LONDON, S.E.1

Telephone—Hop 2415.

Telegrams—"Ushenspuna." London.

The Manchester Chemists' Exhibition

NOVEMBER 20, 1922



NOVEMBER 25, 1922

JAMES WOOLLEY, SONS & CO. LTD. MANCHESTER

extend to all Trade Visitors to the Exhibition a cordial invitation
to visit them at

Stand No. 16

where they are showing a wide range of B.P. and other Pharmaceutical
Preparations, including

Physiologically Standardised Drugs
Concentrated Gargles and Liquors
Ointments, Capsules, Hypodermic Tablets, &c.
Surgical Instruments and First-Aid Appliances

and a large selection of Packed Goods and Proprietary Articles, the
latter including :—

“Phenoda” Tooth Paste
Phenate of Soda Solution
Woolley's Lysol
“Boval” Floor Gloss, &c., &c.

Details of their Special Bonus Offers to Exhibition
Visitors may be had from their representatives.

Telegrams :
Pharmacy, Manchester.

Telephone :
6430 City (5 lines.)

SEE OUR EXHIBIT AT MANCHESTER CHEMISTS' EXHIBITION

Robinson's "STAG BRAND" THERMAL WOOL

December will see the opening of an advertising appeal to the people of Lancashire on behalf of our new line which will be sold under our own brand name for the first time. The advertisements will be prominent, and will convince readers of the wisdom of asking for "Stag Brand" Thermal Wool. Prepare to meet the demand that will surely follow.

WE ARE OFFERING YOU:—

- (a) FREE advertising.
- (b) FREE Window Display for two weeks.
- (c) Special Bonus Terms on any size order. (13 packets to the Dozen).
- (d) 57% profit on outlay.
36% profit on sales.

OUR GENEROUS TERMS SHOWN IN DETAIL.

Size and Weight of Fleece.	1/- PACKET.		2 6 PACKET.	
	15" × 12" 1½ oz.		54" × 12" 4½ oz.	
Cost per dozen packets	s. 8	d. 6	s. 22	d. 0
Discount 2½%	2½		6½	
Net cost	8	3½	21	5½
With bonus packet added, retailed for	13	0	32	6
Profit per dozen	4	8½	11	0½
	56% on outlay.		50% on outlay.	

Carriage paid on orders for 6 dozen small packets or their equivalent. Free packing, not returnable. 2½% discount as above.

TRADE MARK



REGD

Increased Trade - Increased Profit

THIS WINTER-TIME

if you stock and display

"STAG BRAND" THERMAL WOOL

ROBINSON & SONS, LTD., CHESTERFIELD

The Manchester Chemists' Exhibition

NOVEMBER 20, 1922



NOVEMBER 25, 1922

Every Visitor to the Chemists' Exhibition

will receive a Free Sample of

"CEPHOS"

The Physician's Remedy for
Headache, Neuralgia, Neuritis,
Rheumatism & Influenza

"CEPHOS" is making progress by leaps and bounds, and the Chemists' Exhibition will make it one of the "best sellers" in the country.

Stock up with "CEPHOS" and secure your share of the big business.

Our big Advertising Campaign is now in full swing. Be ready to meet the demand. Ask for particulars and prices.

LOOSE POWDERS retailed at 2½d. each yield 99% **PROFIT.**

CEPHOS Ltd., Blackburn.

STAND No. 59
(THE CHEMISTS' SHOP).

Robert Ferber Ltd.

will have much to interest you.

Don't fail to pay us
a visit at

Stand 28

Robert Ferber Limited

*Medicinal Gelatine Capsules.
Sundries. Soaps. Perfumery.*

The Manchester Chemists' Exhibition

NOVEMBER 20, 1922



NOVEMBER 25, 1922

We hope to meet you at the
**Manchester Chemists'
EXHIBITION** ★
(November 20-25th, 1922)
CITY HALL, MANCHESTER

We shall be showing a varied
selection of our "MODERN"
and "SUPER" Shop Fittings,
Window Fittings, Show Cases,
All-glass Counters, Pedestals,
and General Shop Fitting
Sundries.

*It will pay YOU to pay
US a visit.*



**AYRTON-GRAHAM
(LTD.)**

CHEMISTS' SHOP FITTERS,

106 Duke Street, Liverpool.

STAND No. 38

CITY HALL
MANCHESTER

**FOR
BOTTLE WASHING
and CORKING MACHINES**
**CONSULT US.
DAWSON BROS., LTD.**
VENTNOR WORKS
GOMERSAL
ALSO
LONDON

**CALL AT
STAND No. 63 B**

and discuss with
us the merits of

**WESTON'S
"STOP-COUGH"**

A high-class pharma-
ceutical preparation
manufactured by
qualified chemists
and sold only by
qualified chemists.

RETAIL **1/3** PER BOTT.

*We have special terms
to offer you.*

THE GRAFTON CHEMICAL CO., Ltd.
59, Grafton St.,
MANCHESTER.

The Manchester Chemists' Exhibition

NOVEMBER 20, 1922



NOVEMBER 25, 1922

"Ma Chérie"

(REGD.)

**TOILET
PREPARATIONS
and
PERFUMES**

HOLD a stock of these low-priced preparations against demand. Remember—every customer turned aside is money thrown away. Don't accept "too dear" as final.

Show your clients "Ma Chérie" **SHAMPOOS, POWDERS** and **VANISHING CREAM** and hold their custom by your enterprise. Silk sifted **FACE POWDERS** to retail from 6d. box. **VANISHING CREAM** in all china pot to retail at 1/3. All goods guaranteed and carriage paid.

We are showing at the

MANCHESTER CHEMISTS' EXHIBITION
CITY HALL **November 20th to 25th 1922.**

We cordially invite all Hairdressers in the North who were unable to attend the Hairdressers' Exhibition in London to visit us here.



Mokins in Stock.
FANCY COMBS.

GRONDARD, MAISONNEUVE & CO.
City 6358.

47a Old Street, London, E.C.1

Sole Agents for

R. FRANCK & Co.BEST FRENCH
MANUFACTURER

of

PERFUME SPRAYS,cutglass, engraved
FANCY MODELS.

**MONEY
IN
HAND**

*When you buy*

**SPONGES, LOOFAHS
TOILET SUNDRIES,
DRUGS, CHEMICALS**

from

**ALZA CO. CHORLTON-
CUM-HARDY**
MANCHESTER.

Phone 27 Chorlton

**THE CHRISTMAS GREETING
NUMBER**

of

The Chemist and Druggist

will be the issue of
DECEMBER 23, 1922.

The Manchester Chemists' Exhibition

NOVEMBER 20 1922

NOVEMBER 25 1922



Make a point of visiting the

'YADIL' ANTISEPTIC

Exhibit at

STAND No. 6

A few minutes
with our Repre-
sentative will
show you how to
increase your
profits with
'Yadil.'

'YADIL' is the only harmless Antiseptic ever produced for the complete internal disinfection of the human system. A strong and persistent advertising campaign is making thousands of customers for 'Yadil.' Keep a stock and get your share of this new business.

CLEMENT & JOHNSON LIMITED

RESEARCH MEDICAL CHEMISTS

19 Sicilian Avenue London W.C.1.

'YADIL' IS PRONOUNCED YAH-DIL

The Manchester Chemists' Exhibition

NOVEMBER 20, 1922



NOVEMBER 25, 1922

You may with entire confidence recommend



to your customers.

Meat and drink in one—a delicious and sustaining Food-Drink which advantageously replaces tea, coffee and other beverages and is an admirable refresher, suitable for all ages.

It is the safest diet for infants and invalids; being complete in itself and needing no additional milk, it overcomes the difficulties and dangers of a local milk supply.

The Sale of Horlick's Malted Milk—the Original—is and always has been directed through Chemists, while substitutes and imitations are often exploited through other Trades.

YOUR VISIT TO OUR STAND
at the Exhibition will be appreciated.

Attractive advertising material for Window
Display and Counter Distribution free and
carriage paid on application to the Company.

HORLICK'S MALTED MILK CO., SLOUGH, BUCKS



SEND TO-DAY AND
SECURE YOUR SPECIAL
21st BIRTHDAY BONUS
PARCEL AS BELOW.

REGULAR PRICES & TERMS.

POCKET SIZE FAMILY SIZE
10½d. Per doz. 8/10 2/- Per doz. 20/2½

DOCTORS' & HOSPITAL SIZE

3/- ... Per doz 30/3½

5 per cent. at 30 days. Thereafter due strictly
net. Carriage Paid on £3 and up.

**SPECIAL 21st BIRTHDAY
Extra Profit BONUS Parcels**

"A" Parcel comprises—

1 doz. Sm. 8/10 ½-doz. Med. 10/1½
¼-doz. Lr. 7/7 together (less 5%)
cost 25/2½

BONUS: ¼-doz. Med. selling at 6/-

Thus profit 12/3½ (over 48½%) on outlay

"B" Bonus Parcel exactly double "A"

"C" " " " " "B"

All Bonus Parcels Carriage Paid.

THIS

IS ONE OF THE ADVERTISE-
MENTS ALREADY ORDERED TO
APPEAR IN LEADING PAPERS NEARLY

Eighty Million Times

(80,000,000 TIMES)

DURING THE NEXT 3 MONTHS.

J. E. GARRATT,
96 Southwark St.,
London, S.E.1.

VISIT STALL 19
MANCHESTER EXHIBITION.

**TO BE BOOMED
IN THIS — ITS
21st BIRTHDAY
YEAR**

NEW-SKIN is 21 years old this Oct., 1922. To celebrate
that we will resume press advertising and offer
Special Profit "21st Birthday Bonus Parcels"
to the trade, as detailed opposite.

NEW-SKIN all things considered, is probably one of the
safest Proprietaries chemists handle. There
is hardly a chemist's shop in the British Isles
that has not **NEW-SKIN** in stock to-day.

IT IS 8 YEARS now since **NEW-SKIN** had any
Press Advertising, and yet look at its steady
continuous sales. Many a big Proprietary
thus lacking advertising would die in a year;

BUT NOT **NEW-SKIN** Its users think too much
of it for that.

NOW WE WILL BOOM IT!

SEND TO-DAY for your "A," "B," or "C"
Special "21st Birthday Extra Profit Bonus
Parcel," as detailed opposite.

SHOP GIRLS' HANDS.

A Lady Shopper writes:—"How regrettable a
thing it is that the hands of so many shop-girls (and
others also for that matter), often naturally shapely
and delicate, are of this season spoilt and made ugly
by chilblains and chaps." On our correspondent
pointing out, in one case, how utterly unnecessary
such a painful disfigurement was since "New-Skin"
(sold by Boots and all chemists and chaps—as well as
for cuts, scrapes, scratches, and all wounds—the
girl said: "I'll get a bottle to-day, but doesn't it dry
shiny?" Our correspondent at once pointed out
that that was nothing, but that, anyway, a touch of
toilet powder over the "New-Skin," just as drying,
would make it look exactly like the surrounding
natural skin.

CHILBLAINS

NEW-SKIN is the best thing known, pre-
vents breaking and quickly cures. Also for chaps.
Paint it on and forget them. Won't wash off.
You can wash over it. Antiseptic. Imitations
disappoint. Pocket size, 10½d. Home size (4½ times
pocket size) 2/-. Physician's size (2½ times home
size) 3/-. Boots 660 shops, and all chemists and stores.

NEW-SKIN

of fanaticism. Even when speaking to me of his
worst enemies, he spoke gently and with pity
is a fascination about this quixotic firm
power in the

The Manchester Chemists' Exhibition

NOVEMBER 20, 1922

NOVEMBER 25, 1922



DOLS' FLANNEL

(Volatalise)

*High radio activity through the skin to
the lower layers and organs.*

Cures RHEUMATISM
NEURITIS, SCIATICA
LUMBAGO

BRONCHITIS

Sold in Fancy Boxes
at 1/3 and 3/-, also by
the yard at 12/-, and
made up into every
garment sold by the
Chemist.

SAMPLES & WHOLESALE
PRICES ON APPLICATION.

STAND - X10, 79

DOLS LIMITED, Huddersfield, England

Telegrams :

CORRUGATED, Ashton-u-Lyne.

STAND No. 33

Telephone :

576 ASHTON.

CORRUGATED PACKING MATERIALS CO., LIMITED

West Mill, Oxford Street, ASHTON-UNDER-LYNE.

Makers of Corrugated Boxes and Packings for all kinds of Chemical preparations in
boxes, divisions, cartons, tubes, etc. in single flute papers and cellular board, in
plain and fancy qualities. Also gummed tapes, waterproof papers, toilet rolls.

ENQUIRIES SOLICITED.

SAMPLES and QUOTATIONS submitted FREE to Customers' requirements.

WE CORDIALLY INVITE VISITORS to the

CHEMISTS' EXHIBITION, MANCHESTER

to call at

THE TOILET GOODS HOUSE, SHUDEHILL (opposite High Street).

EVERYTHING IN TOILETS.

SPECIAL SHOW OF XMAS GOODS.

MR. PART (JUNR.), late with Messrs. Quilliams, will be in attendance at the Warehouse, and at your service.

W. E. BINGHAM & CO.

Telegrams :
"Arneeta, Manchester."

The Toilet Goods House, MANCHESTER
Established 1904.

Phone :
City 1073.

CHEMISTS' EXHIBITION
MANCHESTER

STAND
36

PRESENTS AN OPPORTUNITY OF STUDYING
THE EFFECTIVENESS OF WINDOW DISPLAYS
IN THE

"WIGGLESWORTH WAY"

IF YOUR WINDOW DOES NOT WORK AS
HARD AS YOU DO—IF ITS SALES ALONE
DON'T PAY THE RENT—IN JUSTICE TO YOUR-
SELF, GIVE A THOUGHT TO THE "WINDOW
WAY" THAT ENJOYS THE REPUTATION OF
MAKING THE PUBLIC BUY PACKED AND BULK
PHARMACEUTICAL SPECIALITIES.

WIGGLESWORTH LIMITED
WESTHOUGHTON, LANCS.

The Manchester Chemists' Exhibition

NOVEMBER 20, 1922



NOVEMBER 25, 1922

ENO'S FRUIT SALT

will occupy

Stand No. 54

at the Manchester Chemists' Exhibition,
Nov. 20—25, 1922.

You are cordially invited to visit our
Stand and obtain full particulars of our
various offers from our representatives.

New and Profitable Special Adver-
tising Offers to Retail Pharmacists.

New and attractive Advertising
Material for Counter and Window
Displays.

Agents for Lancashire, Cheshire and North Wales.

HEATHS (LONDON) LIMITED

99, HIGH STREET, WAVERTREE, LIVERPOOL

Stocks held in Liverpool ready for prompt delivery.



3/-
SIZE
P.A.T.A.



1/9
SIZE
P.A.T.A.



Messrs. F. S. Cleaver & Sons, Ltd., of Twickenham (Mdlx.)

will be exhibiting at the

CHEMISTS' EXHIBITION City Hall, Deansgate, Manchester

(NOVEMBER 20th to 25th, 1922)

on STAND No. 63

their famous high-grade Toilet Preparations.



Talcum CLEAVER

—the **STERILIZED**
Dusting Powder in the
refillable Tin

ALTHOUGH introduced only some year or so ago, the unique excellence and the special feature of complete sterilization during the process of manufacture, has won for Talcum Cleaver a widespread and lasting popularity.

TOILET Terebene SOAP

TEREBENE, which is the active principle of this soap is renowned for its powerful antiseptic and purifying properties, and it possesses at the same time valuable deodorizing powers. Moreover the odour of Terebene, unlike some disinfectants is very agreeable; in Cleaver's Toilet Terebene Soap it is incorporated with the very highest grade of soap-making ingredients.

Cleaver's HAIR TONIC

FORMERLY known as "Rosemary and Cantharidine Hair Wash." It is prepared from an ancient and exclusive Oriental recipe and is a firm favourite among ladies who demand a hair-wash of the very finest quality. For all this it is very moderately-priced, and has been a ready and a steady seller for many years.

Do not miss STAND No. 63 if you have better-class customers to consider.

Further particulars on request to :—

F. S. CLEAVER & SONS, LTD., TWICKENHAM, MDLX., ENG.

Established 1770.

GERMOLENE

ASEPTIC

TALCUM POWDER

NOW ADVERTISED

The Proprietors of Germolene offer to the Trade another splendid line in GERMOLENE ASEPTIC TALCUM POWDER.

Packed in dainty containers, beautifully decorated in blue and gold, it sells at sight.

PRICE 6/6 per doz.

(less usual window show and cash discounts).

RETAILS AT 1/- PER TIN. PROFIT 100%.

Include it in your next Order.

Prices for Veno Specialities, Germolene, Dr. Cassell's Tablets, Veno's Lightning Cough Cure, etc., etc. are as follows:—

Small Size (1/3 retail)	12/5 per doz.	} Cash Discount 2½ per cent. in 30 days.
Large Size (3/- retail)	30/- ,, ,,	

WINDOW SHOW TERMS.—For displaying showcards we allow an additional 5%. *(With £100 parcels cash discount 5% in addition to the 5% for display.)*

NOTE—ALL GOODS DELIVERED CARRIAGE PAID, IN FREE BOXES.

Sole Manufacturers & Proprietors—

THE VENO DRUG CO., LTD.

Manufacturing Chemists

MANCHESTER, ENGLAND

Telegrams: "SEAWEED MANCHESTER."

Telephone: 422 TRAFFORD PARK

For Your Window

Reduced fac-simile of red, white and blue window strip. A fine Lobelline sales aid, it lets people know you sell Lobelline. Supplied gratis on request.

WE SELL
LOBELLINE
for
COUGHS, COLDS, ASTHMA.

BOTTLES
1/3,
3/-,
5/-

Lozenges
1/3
Tin.

BOTTLES
1/3, 3/-, 5/-
(P.A.T.A.).
LOZENGES
1/3 per tin
(P.A.T.A.).



Are You?

Are you getting your share of Lobelline customers, or are you letting your competitor get ahead of you? Wherever the familiar red, white and blue Lobelline Carton and display matter are on view, depend upon it a live chemist is making good profits and more satisfied customers. Sooner or later you too, will sell Lobelline. Why not now? Write to-night for generous terms and full particulars of our window display bonus.

THE COUGH CURE THEY ASK FOR AGAIN AND AGAIN
GEE'S

LOBELLINE

For Coughs, Colds, Asthma, Bronchitis.
Attractive Showcards and Advertising matter sent gladly.

Sole Proprietors:—

SQUIRE & Co., BIRMINGHAM, Ltd., Stirchley Laboratories, BIRMINGHAM.

SYRUP

ROBORANG

(ROBERTS)

Recognised by the Medical Profession as
THE BEST TONIC.

Supplied in 8-oz. and 16-oz. Bottles by all the
Wholesale Houses.

Inquiries Invited for
**NEW & RARE
MEDICINES**

of French, Italian and Russian Origin.

ROBERTS & CO.,
76 New Bond Street, London, W. 5 Rue de la Paix, Paris.

Guaranteed Relief — or MONEY BACK ★



For Rheumatism, Lumbago, Neuritis,
Gout, Sciatica, and all other Uric Acid
Complaints.

A Nationally Advertised Line that pays
Retailers 25% on a steady increasing
sale. Send now for Special First Stock
Parcel: 1 doz. 3/- size, 1 doz. 5/- size,
1/2 doz. 12/- size. Any quantity Carriage
Paid. Window Display Terms on
Application. All Wholesalers stock
PHYSIKURATE.

On P.A.T.A. List

As advertised, any dissatisfied customer will receive
money back on applying direct—this saves you from
trouble and ensures your recommendation and profit.

PHYSIKURATE, Ltd., 92a Upper Clapton Road,
LONDON, E.S.

WORKS WHILE YOU SLEEP

WIRELESS MESSAGE.

*Hullo! Hullo!!
2-Hello calling*

Messrs. Bewells Limited offer you a Top Hole seller, a grand winter line, for the voice and throat.

Attractively put up in 6d. tins.
1 gross and upwards at 45/- gr.
Smaller quantities at 48/- gr.
Novel window display materials supplied.

In stock by Messrs. Butler & Crispe, London, E.C.
and other Wholesale Houses, or direct from

Bewells Ltd.

Manufacturing Chemists,

19/21 Pitfield St.,
London, N.1.



Licoricine
ACTS LIKE MAGIX

Sells freely and readily.

	Size.	Per doz.
Licoricine	10 $\frac{1}{2}$ d.	8/6
"RED BOTTLE	1/3	12/3
or		
ST. PETER'S OIL."	3/-	27/-



"No case too bad!"
Trade Mark.
ESTABLISHED 1854.

5% Discount 30 days, on orders of £6.

Licoricine is a popular remedy for
Coughs and Colds wherever introduced.

Now is the time to get in your stock.

MANDALL & Co., LTD.

Tower Works, NEWCASTLE-ON-TYNE

National Telephone: 143 Central.



**SINGLETON'S
EYE OINTMENT.**

The oldest established remedy
in existence. Founded 1596
and manufactured on the
present premises for 240 years.

ON THE LIST OF THE P.A.T.A.

**REDUCED PRICE
TO THE TRADE.**

Retail Price - - 2/9 per pot.
Trade Price - - 25/- per doz.

Further particulars from:-

STEPHEN GREEN LTD.

210 LAMBETH ROAD,
LONDON, S.E.

Tel. No. 4088 CITY.

A Sure Profit of 20%.

Urodonal

Costs you 48/- & 115/2½ per doz.

Sells at 5/- & 12/-

It is backed by an extensive advertising campaign. Urodonal is in every home—it has a constant demand. Urodonal stands for clear profits—are you getting your share of these?

Jubol, Globéol, Gyraldose, Pagéol, Fan-
dorine, Sinubérase, Filudine, Jubolitan,
Jubolitoires, Vamianine, Dialirol,
Linycol, Rhino-Fogyl, Fogyl, Romanyl,

Poral, Poralin, Noctyl, Rucoval,
Furosyl, Succine, Corivore - Plaster.
Coliampoules: Vamiol, Bokanol,
Gamostyl, Plasmocol, Dosarter, Pyran, &c.

From—Sangers; May, Roberts; Butler & Crispe; Wilcox, Jozeau & Co.; and all Wholesalers.

Write for Price List and Terms to—

M. E. BOUSSARD, 7 Paddington Street, LONDON, W.1.

Sole Agent for Chatelain's Laboratories, Paris.

Generous Profits

are assured to the Pharmacist
who stocks these popular products.

Kay's 'LINSEED COMPOUND'

Compound Essence of Linseed

Kay's MOUNTAIN FLAX PILLS

'Linum Catharticum'

'Kay's TIC PILLS'

'Kay's THROAT LOZENGES'

Purchased in convenient quantities
from any Wholesaler they carry
a clear protected (P.A.T.A.) 25%
on turnover (33½% on cost). Their
real merit—backed by shrewd adver-
tising—ensures a steady ever-
growing sale.

Sole Proprietors:

**KAY BROTHERS LTD.
STOCKPORT**



THE GREAT NERVE FOOD AND FLESH BUILDER.

IRVONA is obtainable from all the usual
wholesale houses, or direct, at the following
prices—3/- size, 27/- per dozen.

15/- „ 135/- „ „

“IRVOLAX” (the safe aperient).

1/3 size 12/- per doz.

3/- „ (four times the quantity) 27/- „

MOLVENE

(the safe flesh reducer).

3/- packet 29/- per doz.

Terms Net 30 days, subject to usual trade references.
For orders under 27/- in value cash with order.

P. J. WILLIAMS

Chiswell Chambers, 27 Finsbury Street,
LONDON - - E.C. 2

"Thermos,"
Limited.

THERMOS

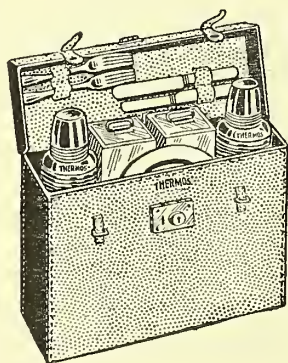
12-14 Denman Street,
Piccadilly Circus, W.

THERMOS MEANS BIGGER BUSINESS.

The immense variety of the "THERMOS" range enables you to go out after a class of trade unobtainable any other way. Between the popular 5/- "THERMOS" Flask and the luxurious "THERMOS" Restaurants, there is something in the "THERMOS" line to suit your business.

DO THESE THREE THINGS:

1. Write for particulars of our free Publicity Service for Dealers.
2. Send for "THERMOS" List, illustrating every line.
3. Ask about the Free "THERMOS" Display Stand.



THE "THERMOS" MOTOR RESTAURANT

shown (No. 202) has equipment for two persons, and includes two Thermos Flasks, two nickel sandwich boxes, and two each knives, forks, spoons and enamel plates. A splendid display item for good-class trade. Equipments for four or six persons also stocked.

THERMOS FLASKS

are stocked in various capacities and finished, and priced from 5/- retail and up. The example shown is No. 6—the "THERMOS" de luxe—and is beautifully finished in nickel. Retail at 13/6.



There is Profit for the Chemist in "Razorite."

You've only to put "RAZORITE" on your counter and it will sell itself—that means extra Profits for YOU—easily earned.

"RAZORITE" is a specially prepared white oily powder which is sprinkled lightly on the surface of any ordinary or safety razor strop, and rubbed well in with the finger. Quite a simple little operation, but one that brings a wonderfully keen edge to even the dullest of razors. No wonder then that "RAZORITE" will sell freely wherever it is shown.

"RAZORITE" contains no emery or any other gritty substance, and is retailed in handy little sprinkler top containers at 1/6, which yield a generous profit to the Chemist. Get in a supply NOW and give "RAZORITE" a prominent display in your windows and on your counters, and link up with our forthcoming advertising campaign which will ensure a great demand for "RAZORITE" from men in your neighbourhood.

Sole Wholesale Distributors for United Kingdom:

W. EDWARDS AND SONS
157 Queen Victoria St., London, E.C.4.

"RAZORITE," Regd. 75 Aldermanbury,
London, E.C.2.



"R Collosol Ferromalt (Crookes)"

the instructions you will see most frequently
on your script this winter.

Collosol Ferromalt, the most successful iron
tonic on the market, is the subject of a new
brochure issued to the medical profession
early in November.

Terms and full particulars from

THE CROOKES LABORATORIES

22 Chenies Street, Tottenham Court Road, W.C.1

Telephones :

Museum 3663-3697.

Telegrams :

"Colossally, Westcent, London."

With Glycerophosphates
Hypophosphites
Cascara
Manganese
Haemoglobin

GRYTONS

Don't Forget to stock these two remedies

"KRENOMAR"

(REGD.)

In the case of Toothache, In cases of Ringworm, Alopecia,
the Box with the RED Seal. &c., the box with the BLUE Seal.

Sole Proprietors & Manufacturers

The PROPRIETARY CURES (Parent) Co.

Registered Office :

LTD.

85 Albert Road, MIDDLESBROUGH.

Selling price in each case 1/1½ per box.

SPECIAL TERMS to the TRADE. *Opinion of a Chemist: "I have sold more than I thought I would."*

NURSE HARVEY'S MIXTURE

A safe, simple, and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the retailer has a profitable return on a quick turnover.

For Direct Terms apply to—

OSCAR SCRUTON & CO., YORK

THE OLDEST and THE BEST

"DUCA DI CORIGLIANO"

LICORICE JUICE

PREPARED BY THE PROPRIETOR OF THE CALABRIAN LICORICE
ESTATES (ITALY) NOTED for CONSISTENT PURITY AND PALATABILITY

THERE IS NONE BETTER

Stocks in LONDON

Sole Agent :

Albert E. FERGUSON, 1 Jewry Street, LONDON, E.C.3

Fig. 957



The "EMPIRE" HOT WATER BOTTLES

Place your order *now* for present or future delivery, as prices will not go any lower than the following. Chemists who have built up a reputation for reliable Hot Water Bottles continue to order our well-known "EMPIRE" brand of these goods. Do not risk trying an unknown make.

One quality only—the Best. Guaranteed for two years.

The Red Hot Water Bottles are selling well. The colour and finish appeal to anyone looking for a seasonable present. Each one of these is fitted with a spare washer.

		PRICES as follows:—							
Heavy make	Sizes	6×8	6×10	6×12	8×10	8×12	8×14	10×12	10×14 in.
Grey rubber	each	3/5	3/9	4/1	4/5	4/9	5/3	5/6	6/0
Red rubber	"	3/8	4/0	4/4	4/8	5/0	5/6	5/9	6/6
Each Bottle in a strong paper bag with directions for use.									
		COVERS.							
	Sizes	6×8	6×10	6×12	8×10	8×12	8×14	10×12	10×14 in.
Scarlet or grey plush ea.		1/2	1/4	1/6	1/7	1/8	1/10	2/-	2/3
Velour, assorted colours (washable)	each	1/3	1/5	1/7	1/9	1/10	2/-	2/3	2/6
MUFF WARMER, red rubber, oval shape, 3½×7 in., each 2/-									

For the Christmas trade we hold a large variety of

Toilet Sundries.—BRUSHES, COMBS, MANICURE INSTRUMENTS, POWDER PUFFS, SCISSORS, VANITY BOXES, ETC., ETC. A discount of 5 per cent. for prompt cash is allowed on all amounts of 10/- and upwards. Money returned if goods are not satisfactory. Write for New Price Lists of Druggists' Sundries, Rubber Goods, Cut Sheet Rubber Appliances, etc., containing full particulars of our well-known "Empire" brand of Air Cushions, Clinical Thermometers, Enemas, Hot Water Bottles, etc., etc.

BURGE, WARREN & RIDGLEY, Ltd., 91 & 92, GREAT SAFFRON HILL, LONDON, E.C.1.

DR. SCHOLL'S TOE-FLEX

corrects bunions, straightens crooked toes by mechanical action. Made of finest soft surgical rubber it gently restores the joint to its normal position. Three sizes, price 2s. each.



Dr. Scholl's
Foot Comfort Appliances

give immediate relief and permanent correction to every type of foot trouble. By linking up, through strong window displays, with "Scholl" National Advertising you will obtain your share of the tremendous demand we create, thereby greatly increasing your profits.

Write to-day for full particulars.

The SCHOLL MFG. CO., Ltd., 1-4 Giltspur St., London, E.C.1

**T.H. FORD
LIMITED**

**6, WELL ST.
LONDON, E.C.1.**

Telegrams: Drofclym, Cent, London. Telephone: City 6343

PNEUMONIA JACKETS VACCINATION PADS

of BEST QUALITY material, and
SCIENTIFICALLY finished.

Each in separate Greaseproof paper.
Printed envelopes and contents VISIBLE.

DELIVERY FROM STOCK.

J. H. HAYWOOD, LTD.

CASTLE GATE,
NOTTINGHAM.

INVENTORS
OF
SEAMLESS
ELASTIC
HOSIERY.

SURGICAL APPLIANCE
MANUFACTURERS.



Specialities:

Abdominal Belts,
Trusses,
Suspensory Bandages,
Braces,
Elastic Web Bandages,
and Druggists' Sundries.

WRITE FOR PRICE LIST.

ESTABLISHED 1833.

TELEGRAMS: "APPLIANCE NOTTINGHAM."

THE "MATER" CLINICAL

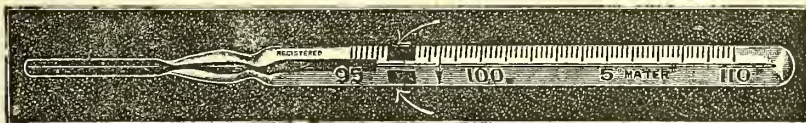
MAGNIFYING FRONT. NATIONAL PHYSICAL LABORATORY GUARANTEE.
EASY TO READ. EASY TO SHAKE DOWN.

This series is the only **Clinical** Thermometer on the

P. A. T. A. LIST

AN ADEQUATE MARGIN OF PROFIT BEING GUARANTEED

REGISTERED No. 553038



PRICES OF THE "MATER" CLINICAL IN METAL CASES:—

Retail ... 2 min., 4/6; 1 min., 5/6; ½ min., 7/- each.
Wholesale „ 27/-; „ 33/-; „ 42/- per doz.

PERKEN, SON & CO., Ltd., 94 HATTON GARDEN,
LONDON, E.C. 1.

Established 1852.

Telephone: 724 Holborn.

Contractors to H.M. Government.

Telegrams: "Optimus, Smith, London."

Write for Prices of every description of **CLINICAL** and **OTHER THERMOMETERS**.

ESTABLISHED 1839.

PROTECTIVE OVERALL CLOTHING FOR CHEMISTS & DRUGGISTS

**KHAKI DRILL
WAREHOUSE COATS,**

7/11, 10/6, 12/6, 14/6.

WHITE DRILL JACKETS,
6/6, 7/6, 10/6.

WHITE DRILL LABORATORY COATS,
10/6, 12/11, 15/11.

BLACK DRILL WAREHOUSE COATS,
18/6.

Postage on Coats 9d. each.



POST ORDERS Promptly and Carefully Executed.
We pay postage on all orders over 20/-.
Samples and special quotations for quantities
sent on request.

STOCK SIZES, 34 to 44 Chest. When
writing us measure Chest over waistcoat.

GARDINER & Co. (THE SCOTCH HOUSE) Ltd.
(Dept. T.) 1 COMMERCIAL ROAD, LONDON, E.1.

Phone: Ave. 6650 (4 lines). Wires: "Durastile, Phone, London."

ESTABLISHED 1839.

Write us for copy of New Illustrated Style Booklet and
Patterns of New Acid-Proof Clothing.

THE SELLER of the SEASON!

Instantly

ROLLS PAIN AWAY!

In Cases of RHEUMATISM,
SCIATICA, LUMBAGO, ETC.

The "UROPAD"



UROPAD

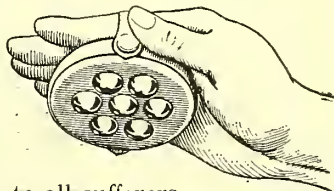
PATENT FRICTION MASSAGER.

Guaranteed efficient and to
be exactly as represented.

Recommended
by the Medical
Profession.

Stocked by lead-
ing Stores.

The greatest boon to all sufferers
from Rheumatism ever invented.



For liberal Trade Terms write to-day.

THE QUROPAD CO., 3 Porchester Road,
Bayswater, London, W.2.

SURGICAL HOSIERY CO., LTD. RUSSELL STREET, NOTTINGHAM

The House for Druggists' Sundries

HOT WATER BOTTLES AND COVERS,
WARM BELTS, CHEST PROTECTORS
ETC., FOR THE WINTER SEASON.

Write for Prices.

OILED SURGICAL COTTONS OILED SURGICAL SILKS

EDWARD MACBEAN & Co., Ltd.

Manufacturers of Oil-proofed and Rubber-proofed Cloths of every description.

London Office—6 & 8 Lime Street Square, E.C.3.

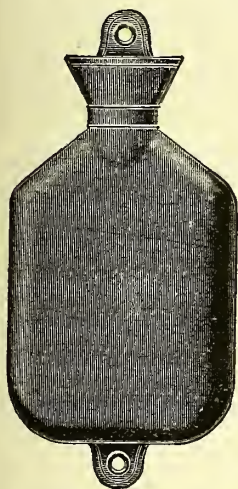
123-125 Howard Street - GLASGOW.

Telegrams:
"Diamond, Glasgow."
"Stormproof, Led, London."

Codes: Lieber's 5-Letter, ABC (5th Edition), and Marconi.

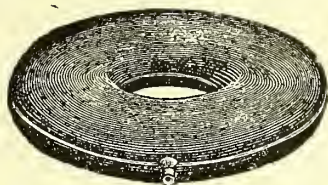
Telephones:
8387 Central,
1995 Central.

INDIA RUBBER HOT WATER BOTTLES & AIR CUSHIONS, etc.



RED SEAMLESS MOULDED
Boxed Separately

No. 2 ... 4/6 each
No. 3 ... 5/8 "



SOLID RED I.R. AIR CUSHIONS.
CIRCULAR.

14" 5/8	15" 6/4	16" 6/8	17" 7/4	18" 7/8	each.
19" 8/6	20" 9/4	21" 11/4	22" 12/8	each.	

All kinds of I.R. Goods, Tubing, Enemas, Air and Water Beds, Finger Stalls, Bandages, Crutch Tips, Gloves, Waterproof Bed Sheeting, &c.



TEST DRAG

Guaranteed 2 years.
Fitted with Patent Double Seal Stoppers.
10" x 6" 10" x 8" 12" x 8"
3/4 3/10 4/2
12" x 10" 14" x 10"
5/2 5/6 each.

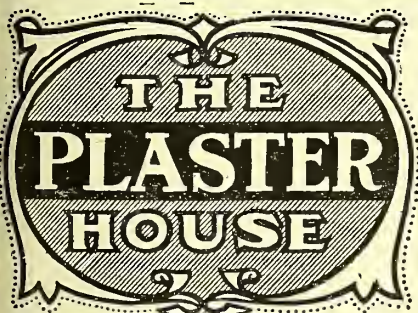
THE CORNBROOK RUBBER CO., LTD.

83 FARRINGTON STREET, LONDON, E.C. 4

Telephone : Central 3820.

Works : BOW.

Telegrams : "Fercorrub, Cent, London."



FULLY STOCKED.

Wholesale and Export

**21 Ely Place,
London, E.C. 1.**

Phone : Holborn 4637.
Telegrams : "Roborans,
Smith, London."

Edward Taylor

FACTORY : LTD.
SALFORD, MANCHESTER.

LATEST
PRICE LIST
ON
APPLICATION

THE "PORTIA" ADJUSTABLE BABY'S BALANCE

Also complete with
Netted String Hammock.

Write for Prices.



Always Accurate.

The BEST and the Handiest Portable Baby's Balance.

Obtainable from all Wholesalers.

SOLPORT BROTHERS, Ltd.
184/190 Goswell Road, LONDON, E.C. 1.

The
Famous Natural Aperient Water

Hunyadi János

A large demand is in existence to-day for the above-mentioned Natural Aperient Water, and every Chemist should take steps with a view to securing a share of this important and profitable business by stocking a dozen bottles or so, which will be supplied at prices as follows:—

24/- per doz. large bottles - or 48/- per case of 25
18/- " " small " - or 72/- " " of 50

Nett, free delivery in London or any station in Great Britain.

Minimum Retail Price:

2/6 per large bottle. 2/- per small bottle.

Attractive and Artistic Show Cards forwarded on application.

Some of the Properties and Uses of Hunyadi János.

Hunyadi János has for more than fifty years been recognised as the best of the **Natural** mineral waters containing sulphate of soda and sulphate of magnesia. Its laxative action is sure but gentle: it stimulates the liver and cleanses the blood.

Hunyadi János is particularly valuable in cases of—

Constipation.	Congestion of the Liver.	Neurasthenia.
Biliousness.	Obesity.	Insomnia.
Flatulency.	Gout.	Anæmia.
Indigestion.	Rheumatism.	Sluggish Circulation
Headache.	Hæmorrhoids.	Acidity.

and in many diseases of women and children.

Sole Wholesale Depot:

INGRAM & ROYLE, LTD.

BANGOR WHARF,

45 BELVEDERE ROAD - - LONDON, S.E.1

19 South John Street, Liverpool.

Bath Bridge, Bristol.

THE CHEMIST AND DRUGGIST

SUPPLEMENT

42 CANNON ST.
LONDON E.C. 4

NOVEMBER 18, 1922

This Supplement is inserted in every copy of The Chemist & Druggist.

THE SUPPLY OF SUPPLEMENTS.

The clerical work in connection with the posting of spare copies of the Coloured Supplement week by week has increased to such an extent that we have been compelled to reorganise our system of distribution. Our readers will please note, therefore, that, in future, instructions can be accepted for not more than six successive issues of the Supplement at a time, and that in every case

Addressed Wrappers Stamped One Penny

must be sent. Loose stamps will not be accepted.

EARLIER CLOSING FOR PRESS.

Intended for the Supplement must reach us not later than the

Will advertisers please note that until further notice it will be necessary that Advertisements

FIRST POST THURSDAY MORNING.

CHEMISTS' TRANSFERS.

Messrs. ORRIDGE & CO., 56 Ludgate Hill, E.C.

Telephone No.: City 2283.

May be consulted at their Offices on matters of SALE, PURCHASE and VALUATION

—LONDON, S.W.—Cash Retail Business; returns last year £22,000, with scope for considerable increase; large and well-fitted shop; to effect a speedy transfer, no enable offer would be refused.

—LONDON, N.—Ready-money Business; returns, about £100 per annum, under management; net profit about £700; double-fronted shop, well-fitted and stocked; held on lease at moderate rental; terms, valuation of stock and fixtures, and sum goodwill to be arranged.

—WEST END.—Good-class Dispensing Business; returns about £10,000, at full prices; double-fronted shop, well-fitted and heavily stocked; new lease will be granted; further details receipt of banker's reference.

—MIDDLESEX (SUBURBAN).—Cash Retail Business; fully situated in busy shopping thoroughfare; returns about £100 weekly, under indifferent management; scope for large development; about the value of stock and fixtures would be accepted.

—WALTHAM GREEN (Near).—Cash Drug Stores; returns, about £15 to £16 weekly under management, at good prices; single-fronted shop, fully stocked; small living accommodation; held on long lease; rent £48; price £600, or near £500.

—LONDON, S.E.—Nucleus of a Manufacturing and Wholesale Chemist's Business; the turnover is at present small though want of attention, but the opportunity exists to create good business; low rent; about £200 required.

—LONDON, E.C.—City Pharmacy; very old-established; situated in one of the main City thoroughfares; gross receipts, about £6,500, increasing; new lease will be granted; offers £100,000.

8.—YORKSHIRE.—General Retail and Prescribing Business; returns last year, about £800, with scope for increase; single-fronted shop, fitted in mahogany and fully stocked; new lease will be granted; rent £33; price £730.

9.—S.W. COAST (Near).—General Retail and Dispensing Business, with Optics; returns last year, £2,530; net profit, about 25 per cent.; the shop is well fitted and stocked; there is ample living accommodation; terms, goodwill £250, stock and fixtures at valuation; freehold, £2,000; part payment entertained.

10.—CO. DURHAM.—General Retail Business, offering scope for extended trading under energetic management; returns, about £20 weekly; single-fronted shop, fitted in mahogany, and fully stocked; rent moderate; terms, valuation of stock and fixtures, about £650.

11.—GLAMORGAN.—Old-established Business, with Wine and Spirit Licence; returns last year, £3,220, at good prices; house contains 10 large rooms; private entrance; 17 years lease; no opposition; price to be arranged.

12.—MIDLANDS.—Small Glass Bottle Manufacturing Business, also Perfumery Business, suitable as an adjunct to an established wholesale house; scope for considerable extension under energetic management; 6 large workrooms; low rent; price £550.

13.—WHOLESALE BUSINESS.—Established upwards of a century; a number of Proprietaries are included, which are stocked by most Chemists in the kingdom; returns have been over £6,000, now less; further details on application.

14.—HANTS (COAST TOWN).—Cash Retail Business, including postal connection; returns upwards of £12,000 per ann.; prices above the average; intending investors will be furnished with further details on receipt of a banker's reference.

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Messrs. O. & Co. desire to emphasize the necessity of a periodical Statement of Account by which means alone Profit, the value of Business, &c., can be determined. Involving as this does the labour of Stocktaking and Valuation, it is often omitted and eventually becomes the cause of confusion and loss.

Messrs. O. & Co. are prepared to undertake these essential duties and make Special Terms for such services.

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Valuers and Transfer Agents,

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Telephone—1809 CENTRAL.

1.—MIDLANDS.—Good-class Family Retail, with Wholesale, in large market town. Returns over £4,500. Modern pharmacy, good position, and heavily stocked. Valuation terms arranged. Applicants with £2,500 at command can have further details; references required.

2.—SOUTH WALES.—Smart up-to-date and progressive Business for sale through ill-health; returns approach £2,500; finest position in large market town; Kodak Agency; long valuable lease at low rental; beautifully fitted Pharmacy, well stocked; price about £2,300.

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4.—LONDON, S.W.—Cash Drug Stores, returning £15 to £16 weekly under poor management; can be doubled; no near opposition; low rent, long lease. Price, £550.

BUSINESSES WANTED.

IMMEDIATELY, in large town, a good sound business, returning not less than £3,000 a year, and capable of extension. Client waiting with £3,000 cash available; also a large number of buyers seeking smaller concerns in all parts.

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— LIMITED —

Head Offices: 26-28 Kimberley House, Holborn Viaduct, London, E.C.1 and at 2 Bixteth Street, Liverpool.

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WE HAVE THE FOLLOWING BUSINESSES FOR DISPOSAL.

1.—WEST OF ENGLAND.—General Business for disposal; would suit Motor Engineer; with premises suitable for opening a Chemist's business; without competition; established 10 years; price for freehold premises, goodwill, fixtures, fittings, and stock, £1,700; premises consist of double-fronted shop, large dwelling house, workshop, and garage for 5 cars.

2.—LONDON, W.—Family Retail and Dispensing Business; returns about £1,500, increasing; rent, £60 per annum, let off £90 per annum; total incoming, about £1,400.

3.—WEST OF ENGLAND.—Small Tablet-making Business for disposal; excellent opportunity for small buyer; price, to include goodwill, extensive machinery plant, and stock, £400.

4.—PENRHIWCEIBER.—Small well-fitted Chemist's and Druggist's, with exceptional living accommodation; stock, £200; rent, £45 per annum; no reasonable offer refused.

5.—KENT.—Chemist's and Photographic Stores; rent £52; lease 4 years to run with probable option of renewal; returns £2,000 p.a.; net profits £450; stock about £400; price for lease, goodwill, fixtures and fittings, including 2 fully-equipped dark rooms, electric driers for prints and films, and other photographic apparatus, £1,200.

6.—LONDON, S.W.—Chemist's and Druggist's; unqualified management; rent £55; lease 20 years to run; let off £35 p.a.; premises also have sufficient accommodation for a purchaser living there in addition; returns £30 at 33½%; stock £450; price, to include lease, goodwill, fixtures, fittings, utensils and stock, £1,000; no offers.

7.—YORKS.—Fully-equipped Chemist's Business for disposal; returns £1,500; rent, rates and taxes £150; stock about £750. For further particulars write as above.

8.—LONDON, N.—Chemist's Business; 14 years' lease; £63 per annum; returns, £20 a week, all ready money; price for lease, goodwill, fixtures, fittings, and utensils, stock, and to include new shop front, £850; good living accommodation; full particulars, apply.

WANTED.—Genuine Chemist's and Druggist's Business: client wishes to invest £1,000; Business must offer fullest investigation. Enquiries, in first instance, as above.

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STEPNEY.—Small compact Pharmacy; turnover £500 and panel; low rent; suit elderly man; smart man could ea double; four rooms with vacant possession; lease 14 years; £2

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WHITECHAPEL.—Jewish Pharmacy; turnover £1,500; 35s. per week; lease can be granted with option of purchase 32 years in present owner's hands; price £750.

WHITECHAPEL.—Drug Stores; nicely fitted shop; turnover £750 p.a.; rent, inclusive, £1 1s. 10d. per week; price £500 all at.

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Valuers for Sale or Purchase,
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Personal attention, no publicity,
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Telephone: 1934.

£2,000 (nearly) Returns. Light retail; Midlands. Net profit over £500. Price £1,500. Only applicants enclosing references replied to.

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Valuer, Transfer Agent and Stocktaker,
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Special Terms for Stocktaking and
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 Co., Messrs. Hirst, Brooke & Hirst, Ltd., & Messrs. Reimes & Co.

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AGENCIES.

For 50 words or less; 6d. for every additional 10 words
 or less, prepaid.

ADVERTISER may if preferred have replies addressed to this
 Office, and forwarded on payment of an additional charge of 1/-.

ANADA.—Old-established firm of Wholesale Druggists require
 Agent for Canada. Fullst confidential details requested in
 order to save time. 15/466, Office of this Paper.

DIAN Agency.—Gentleman, with 14 years' business experi-
 ence of India, requires Agency for good proprietary lines
 commission basis; samples only; buying agencies not
 desired. Write "Effem" (P.C.B. 72/32); Office of this Paper.

WHOLESALE Distributing Agency, with first-class organisa-
 tion, offered to owners of Medicinal or Toilet Proprietaries
 on terms of small fixed commission on turnover. All the
 able and expense incidental to packing, despatch and book-
 ing saved, and your business run at a minimum charge upon
 us. Specially advantageous facilities for advertising if
 desired. Address, The Castle Laboratory, London, N.W.1.

ADVERTISER, shortly returning to Far East, with thorough
 knowledge of that market after 15 years' residence, wishes
 to accept additional representations allied to Chemist's profession;
 Drugs and Chemicals, Toilet Soaps, Articles, and Specialities;
 Surgical, and Hospital Sundries especially required;
 excellent references. Inquiries to "Yelsuom," 19, Willes Ter-
 ce, Leamington Spa.

GENT, one already calling on Chemists preferred, required
 by manufacturing chemists, who have established connec-
 tion in Norfolk, Suffolk and Cambridge; unique opportunity
 established agent to easily increase his income. 14/455,
 Office of this Paper

GENT required for the sale of Perfumery, Toilet Soap, and
 Toilet Preparations in Wales; applicants must have
 thorough knowledge of trade and live connection amongst
 chemists and stores; liberal commission terms. Apply, giving
 particulars, to 14/458, Office of this Paper.

GENTS wanted to sell old-established and well-known Toilet
 Preparations on a commission basis. State ground worked,
 class of business done. Replies will be treated in confidence.
 Existing connection will be handed over, and should be con-
 siderably increased by live salesmen. "Premier," 135/21; Office
 of this Paper.

COMMISSION Agent wanted to take up a Photo side line in
 the North and Midlands of England, stating usual terms,
 territory covered, what other lines carried. All information
 strictly private. Apply 15/462, Office of this Paper.

ESTABLISHED London Company, with exceptional and
 attractive lines for chemists and druggists, are open to
 consider applications from firms of repute, possessing solid selling
 force, covering the greater part of England and Wales, for
 selling Agency. First-class products, very keen prices. Write
 in confidence to "Pioneer" (P.C.B. 74/19), Office of this
 Paper.

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LONDON, N.W.—Turnover £7,000. An exceptional oppor-
 tunity for a comparatively young, experienced, energetic,
 enterprising Pharmacist, possessing the necessary initiative and
 personality, to acquire half-share in a good-class, pleasant
 modern Business, established 20 years, and capable of further
 development; exceptional goodwill. Proprietor, having in recent
 years developed a large connection in optical work, finds it
 difficult to keep the necessary grasp on both businesses, and
 desires to retire from active control of the drug business. Appli-
 cants must be prepared to give wholehearted devotion to busi-
 ness. Partnership is not offered in the optical business, which
 is not included in the above figures. Capital required £2,500.
 Reply 134/19, Office of this Paper.

ADVERTISER, unqualified, with wide retail experience, a
 "live wire," having about £800 immediately available,
 wishes to meet a really keen and capable qualified Chemist,
 with a knowledge of Optics an advantage, but not essential,
 possessing a like amount of capital, with a view to the purchase
 of a good business. Advertiser will, later, provide further
 capital for extension, if expedient. Write, D., 49, Ashted Road,
 Clapton Common, London, N.E.

BUSINESSES FOR DISPOSAL.

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The ADVERTISER may if preferred have replies addressed to this
 Office, and forwarded on payment of an additional charge of 1/-.

BRISTOL.—For Sale, large double-fronted Drug Stores, main
 street, thickly populated, good working-class district; fix-
 tures, stock, goodwill, all at £360; suit chemist; doctor's each
 side; splendid living accommodation; vacant November 27; free
 hold premises, £900; G.R., £13 p.a.; only wants seeing
 136/7, Office of this Paper.

LONDON, S.W.—Drug Stores, est. 1913, main road; no near
 opposition; under young unqualified, neglected, low rent,
 long lease, 6 rooms and scullery, 4 let off, side entrance; suitable
 lock-up; taking £16; could easily double; good stock; price
 £525 or near offer; cash. Apply "M.I.P.S.," 136/29, Office of
 this Paper.

MIDLANDS.—£400 or best offer for first-class Drug Store;
 well established, long lease, turnover £1,000; plenty of
 scope for increase; splendid position; nearest chemist 1 mile;
 large photographic trade, stock about £400; lock-up shop, two
 cellars, store room, large yard. 135/5, Office of this Paper.

WEST RIDING Colliery Village.—Unopposed; turnover last
 12 months £2,450; growing; Fancy, Stationery and Photo-
 graphy; scope for Dental and Optical; splendid house with bath
 and enclosed back garden; stock, fixtures, goodwill, etc., £1,275;
 rent and rates £75. Principals and only cash considered.
 15/463, Office of this Paper.

WORKS.—Suburb of large manufacturing town. Cash Drug
 Stores for disposal as going concern; main road position;
 good working stock; excellent living accommodation; returns
 last year, £1,200; rent £45. Ill health reason for disposal;
 price £1,100. For further particulars apply 136/17, Office of
 this Paper.

ADVERTISER, having offer of larger business, wishes to
 dispose of his good-class Retail and Dispensing Business
 in southern county soon as possible. The annual turnover
 exceeds £2,500, yielding a net profit of over £600. Stock taken
 annually, and proper accounts kept. For further particulars
 apply "Pharmakos," 131/30, Office of this Paper.

DRUG Stores (S.W.), working-class district, under unqualified
 management, large stock, low rent, 21 years' lease, living
 accommodation or as lock-up shop; returns average £30 per
 week; good profits; lease, goodwill, stock, fittings, and fixtures,
 £950 cash; cause of sale, retiring. 135/23, Office of this Paper.

DRUG Stores, E.; thickly populated; genuinely taking £13
 to £18 weekly; easily doubled with N.H.I., optics, and
 photography; low rent; lease can be obtained. "L. R.," 134/37,
 Office of this Paper.

THROUGH insufficient capital, an unusual opportunity
 occurs. Proprietor of a non-stearic Liquid Vanishing
 Cream wishes to dispose of Registered Trade Mark name,
 Formula and Stock; the only cream of its kind on the market;
 cream and show matter exceptionally attractive; already selling
 to chemists and hairdressers. Apply 131/270, Office of this
 Paper.

BUSINESSES WANTED.

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The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

ADVERTISER requires a small Seaside Business, East Coast. State particulars to 134/13, Office of this Paper.

BUSINESS required, with scope for Dentistry and Optics, showing nett profit of, at least, £500 per annum from Pharmacy section alone; advertiser, holding Irish qualifications, desires business where the nominal services of seller, holding British qualifications, would be available. Address, "Chemist," c/o Martin Phillips, Esq., 26, Whitwell Road, Southsea.

GENUINE Business in London suburbs or Home Counties required by young Chemist; nett profit, about £300-£350; living accommodation essential; would manage, with view to early succession; cash available and immediate negotiations. Full particulars, in confidence, first letter, to C. E. Beer, 98, Greyhound Lane, Streatham, S.W.16.

WANTED, Cash Retail Business with Photography, in Midlands; one capable of increase; must have long lease, living accommodation not essential. Price up to £1,200. Full particulars in confidence to "V. P. K.," 135/27, Office of this Paper.

FOR SALE.

FOR disposal.—Contents of small Chemist Shop (country) for Sale. What offers? 134/27, Office of this Paper.

3 x 4-gallon single-action Tincture Presses, £3 10s. each; also 1 x 2-gallon double action, £4; one Roberts' Patent Ointment Filling Machine, £6. Hall's Hygiene Co., Ltd., Salford, Manchester.

SITUATIONS OPEN.

[HOME.]

RETAIL.

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

BIRMINGHAM, near.—Active qualified Assistant for N.H.I. and stock in small newly-established business; good prospects for one who will take a personal interest. State fullest details in first letter, giving age, salary required, references, and photo if possible. White, 12, Raby Street, Wolverhampton.

LONDON.—Assistant required; must be a good Dispenser, accustomed to quick counter trade, window dressing, and photographic sundries. Age not over 30. Apply by letter, giving full particulars, to Parke's Drug Stores, Ltd., 65, Harwood Street, Chalk Farm, N.W.1.

LONDON, S.W.—Junior or Improver wanted immediately for stock, counter, and to assist with N.H.I. Dispensing. Must be a quick and willing worker. Apply, stating age, experience, references, and wages required. 136/18, Office of this Paper.

LONDON, S.W.—Required, Dispenser, Minor qualification, under 30 years of age; good experience. Address reply, stating experience and salary required, Box 1018, Sells Advertising Offices, Fleet Street, E.C.4.

We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require partners, agents or assistants, or wish to sell their businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

**MIDDLETON-IN-WHARFEDALE SANATORIUM.
APPOINTMENT OF DISPENSER.**

THE County Council of the West Riding of Yorkshire invite applications for the appointment of Dispenser (non-resident) at the Middleton-in-Wharfedale Sanatorium, near Ilkley (beds).

The salary will be £200 per annum. Further particulars and form of application may be had from the undersigned, by whom all applications must be received later than the 4th December, 1922.

FRANCIS ALVEY DARWIN,

Clerk of the County Council

County Hall, Wakefield.
November, 1922.

WARRINGTON INFIRMARY AND DISPENSARY.

QUALIFIED Dispenser (female) wanted at once. Salary £1 per annum, with lunch. Knowledge of the development X-ray plates an advantage.

The appointment is for twelve months, subject to renewal the end of that period.

Applications, stating age and qualifications, together with copies of three recent testimonials, to be sent to the undersigned at once.

HENRY L. BOOT,
Secretary

November 10, 1922.

ASSISTANT, between 26 and 40; only really capable need apply. Personal application preferred. Good service rewarded by good remuneration. Maurice Jones, M.P.S., 2 Church Road, Willesden, N.W.

ELDERLY, qualified man wanted; light duties; live in or out. State wage required; references. 65, Rochdale Road, Bury, Lancs.

GENTLEMANLY Assistant required at once for winter months in good class dispensing business; state age and salary required. J. Selley, 202, Earl's Court Road, South Kensington.

IMMEDIATELY.—Assistant required for good-class Dispensing Business. Full particulars to H. Jeffries, 23, High Street, Guildford.

JUNIOR required (male), indoors; good-class Dispensing knowledge of Photography. Apply, with full particulars 131/24, Office of this Paper.

JUNIOR Assistant wanted, with a knowledge of Photography, Developing and Printing. State age, experience, salary required (indoors), with photo if possible. Williams & Smith, Chemists, Horsham.

JUNIOR Assistant wanted immediately; must be trustworthy and accustomed to dispensing and counter; lady or gentleman; state age, salary, and experience. Howells, Chemists, Pembroke.

MANAGER required for brisk suburban business in working class neighbourhood with big N.H.I.; house provided; liberal terms and share of profits; no Sunday duty. Apply 15/469, Office of this Paper.

MESSRS. HEATHS, LTD., Chemists, Wavertree, Liverpool have a Vacancy for a qualified Branch Manager. Applicants must have had high-class dispensing experience, and be thoroughly accustomed to handling medical men. Apply, in first instance, by letter giving fullest particulars, to E. Norman Heath, at above address.

PERMANENCY, near Manchester, for smart, young, unqualified Assistant with good training; Counter, Dispensing and to call upon customers; salary, £3 per week and commission. Give full particulars of experience, etc., 135/11, Office of this Paper.

QUALIFIED Manager required for a branch business, in a trial neighbourhood of a large town in the West of England; one Assistant kept; salary and share of profits to be made with £250 capital. 134/16, Office of this Paper.

WANTED, immediately, West Riding, Yorkshire, a qualified Lady Assistant, used to Counter work; young. State age, experience, and salary required to 134/22, Office of this Paper.

WANTED, experienced Lady Dispenser, accustomed to keeping Books, applying Dressings, etc., by a Doctor in London. Apply P.C.B. 74/2, Office of this Paper.

WANTED, a qualified experienced Dispenser-Secretary for mixed country town practice; rooms, furnished or unfurnished, provided at the surgery. State salary required, and give references. 15/459, Office of this Paper.

WANTED, immediately, smart unqualified Junior Assistant or N.H.I. dispensing and counter; must be quick, accurate, and a good counterman. References, age, experience, and photograph if possible. Apply, H. Lester & Son, 1, Bridge Street, Nuneaton.

WHOLESALE.

ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

REPRESENTATIVE required for London and suburbs for the sale of Perfumery, high-class Toilet Soaps and Toilet Creams. Applications will only be considered from keen men with thorough knowledge of trade and a live counter. Reply, with full particulars as to age, experience, etc., to 15/457, Office of this Paper.

WELL-ESTABLISHED firm of London Merchants, who amongst other lines specialise in Puff Bowls and Powder in novel, attractive and exclusive designs, desire live representation by experienced travellers willing to consider side and having sound connections amongst Chemists, Hairdressers, and fancy dealers in the following territories: Scotland, Wales, Yorkshire, Lancashire, Cheshire, Shropshire, Gloucestershire, Somerset, Devonshire, Cornwall, Wilts, Berkshire, Oxfordshire; no other territory considered at present. Very extensive business can be secured, a commission is offered, but no salary and expenses. Apply, 15/464, Office of this Paper.

ADVERTISING Department of firm of Chemists require young man with knowledge of Drug Trade to write Advertisements, Leaflets, etc. Applicants to state age, experience, commission salary required, and to submit specimens of work to suggest copy for any well-known article. 14/456, Office of this Paper.

ATTRACTIVE side-line territorial Agency may be procured by men calling on Retail or Wholesale, for new Proprietary Sundries, saleable to all Chemists and Stores. Will not work with other lines carried. Commission only. Write early, 15/462, Office of this Paper.

RESPONSE invited from Representatives with an established connection among Chemists, etc., who are able to sell sales of well-known proprietary Cold-Water Dyes and dyes stocked by most chemists; commission basis. Write, age, exact territory covered, and present lines carried, in confidence, to P.C.B. 73/39, Office of this Paper.

REPRESENTATIVE for London and district required by wholesale house for Surgical Rubber Goods, etc.; must be a salesman, and have live connection amongst retail Chemists' salary and commission. Apply "T. & S.", 15, Cromer W.C.1.

REPRESENTATIVE for the entire South Coast required by manufacturing Chemists who have an established connection. Applications only entertained from those who have worked the ground before and are well known. Applicants to state their age and give full particulars of their previous experience. 14/454, Office of this Paper.

PECTABLE, intelligent young man, light, clean work; assembling and despatching orders; fair scholar. Apply, full particulars, wages required, etc., to 15/465, Office of this Paper.

SEMPROLIN CO., LTD., requires experienced Representatives for the following territories:—South Coast, East Midlands, Wales, and London. Apply, with full particulars, to Carmex House, 18, Leather Lane, Holborn, E.C.1.

Returning Photos, &c.

Advertisers in this section who receive portraits and copies of testimonials from applicants, with a stamped addressed envelope for reply, are reminded that the undue retention of these often means a hardship to the sender. All personal documents should be returned as promptly as possible after perusal.

TRAVELLER wanted, present representing first-class house with connection among Chemists in Birmingham and district (preferred), to take up three high-class lines (two of which are also sold by high-class perfumers); simple competition and advertising shortly to be commenced; must be able to take up Fidelity Guarantee Bond. Apply, stating ground covered, age, present lines, and terms expected, to 136/21, Office of this Paper.

TRAVELLER.—Required for London Wholesale Druggist. Traveller to call upon Medical Men and Chemists; smart appearance and previous experience essential. Apply by letter, giving fullest particulars in confidence, and salary required, to "X. Y. Z.", 15/470, Office of this Paper.

TRAVELLERS calling on Chemists are offered a special side line in Disinfectants on a commission. Write in strict confidence, stating full particulars and district covered. 15/461, Office of this Paper.

TRAVELLERS wanted, on commission, calling on chemists, hairdressers and stores, to push high-class Liquid Vanishing Cream; exceptionally attractive get-up and show matter; quick seller. Write, giving full particulars, ground covered, etc., 131/27, Office of this Paper.

TRAVELLER required in West of England, preferably with good connection amongst Chemists and Stores; full-time appointment on salary, hotel, and travelling expenses. Apply, stating age, experience, salary required, and how soon disengaged, to 15/474, Office of this Paper.

TRAVELLERS wanted to sell Drugs on commission; only those carrying non-competitive lines, and with good connection among Chemists and Perfumers, for London and country. Send full particulars, in confidence, 136/28, Office of this Paper.

WANTED, an experienced man to take charge of Patent Medicine Department of a Provincial Drug House. State full particulars to "X. Y. Z.", 15/467, Office of this Paper.

WELL-KNOWN Lancashire house require energetic Representative to take over old-established ground, covering North-Eastern Counties, Lincolnshire, and part of Yorkshire. State full particulars and salary required. Applications will be treated in strict confidence. "Ambitious," 15/471, Office of this Paper.

[Colonial, Indian and Foreign.]

DEMERARA.—Qualified Assistant for wet counter and dispensing work required by house in Demerara; three years' agreement; age between 28 and 35; total abstainer. Apply, stating qualifications, experience and salary required, to "Demerara," 56/9, Bunhill Row, E.C.1.

SOUTH AMERICA.—A responsible company having many branches in South America is open to represent Chemical Manufacturers desiring direct representation. Apply 14/450, Office of this Paper.

SITUATIONS WANTED.

[HOME.]

RETAIL.

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid.

The **ADVERTISER** may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

A.A.A.—**QUALIFIED**, 32, married, abstainer, requires immediately post as Manager or Assistant; permanency; 16 years' all-round experience; moderate salary; excellent references. Prothero, 74, Telephone Road, Southsea.

A.A.A.—**EXPERIENCED** Assistant, 39, 5 ft. 10½ in.; single; just disengaged; 24 years' London and provincial experience; highest references; permanency only.—"Aspirin," 168, Heathfield Rd., Handsworth, Birmingham.

A.A.A.—**QUALIFIED**, 21, 5 ft. 10 in.; smart; 6 years' experience; excellent references. Whistler, 57, Westgate, Grantham.

A CAPABLE and reliable qualified man offers conscientious work to progressive Pharmacist; interview.—"Energetic," 14, Redbourne Avenue, Finchley, N.

A COMPETENT unqualified Assistant; single; quick and accurate Dispenser, good Counterman, and Photographer. "Chemicus," Ilversden, Wickham Avenue, Bexhill-on-Sea.

A BSTAINER, qualified, Manager; tall; sound varied experience; 8 years' last post; Photography. Parkinson, 13, Hartington Road, St. Margarets, Twickenham.

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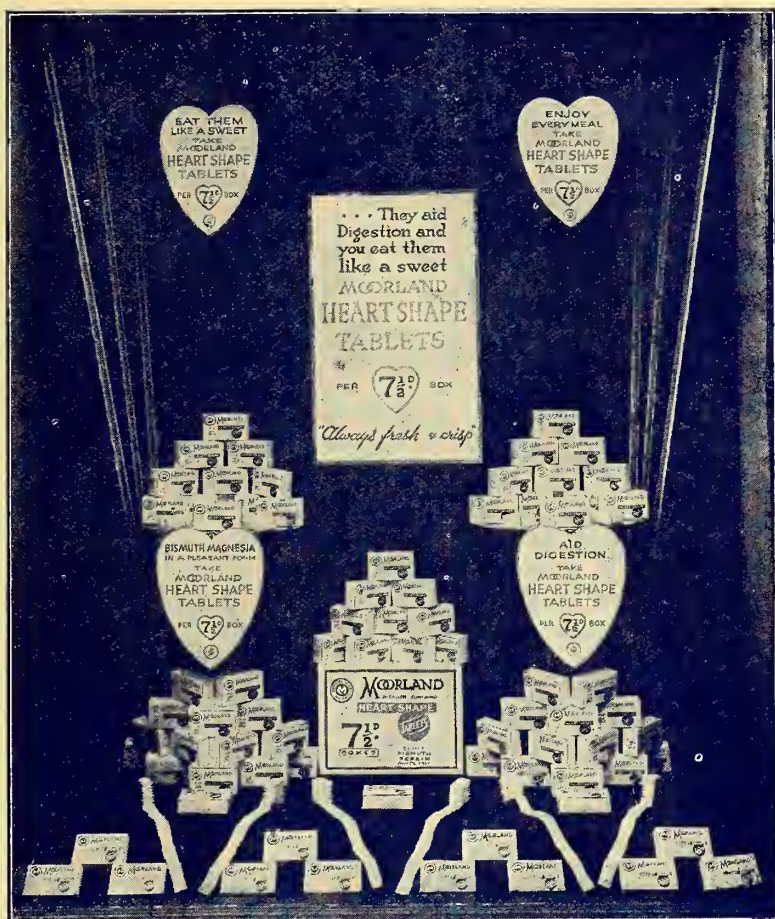
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